

Vol. XVI No. 5

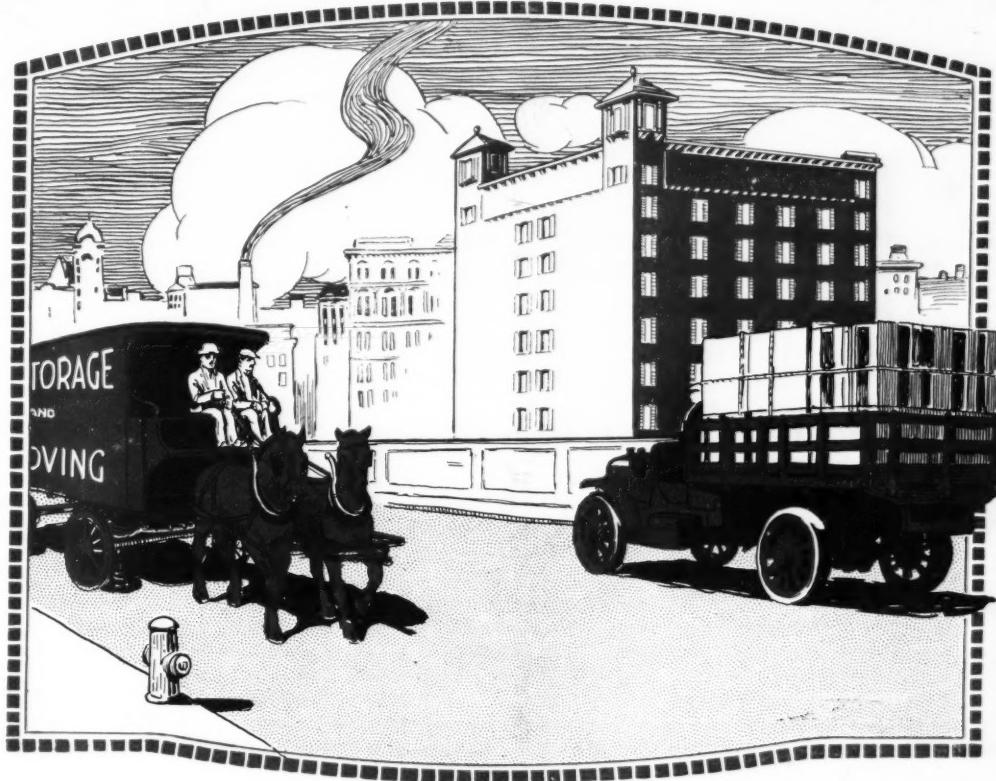
New York, N.Y.

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May, 1917

TRANSFER and STORAGE



IN THIS ISSUE:

- Putting the Industry on a War Footing
- Wages and Prices Go Up in Spokane
- Minneapolis Advances Prices for Moving and Hauling
- Michigan Has Ideal Road Law
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- President Wilson's Order Ends a Strike in New York
- Motor Truck Club to Enlist Army Drivers
- Wages of Drivers and Helpers as Paid in Larger Cities
- Liability of a Truckman for Freight Charges
- How to Establish a Suburban Trucking Business
- First Aid for Horses in Street Cases
- Cost of Keeping a Team Is Now Over \$5.40 Per Day
- An English Common Carrier Decision
- New York Team Owners Introduce Bills in Legislature

FEDERAL MOTOR TRUCK COMPANY

MANUFACTURERS OF
FEDERAL
MOTOR TRUCKS

REPLY TO ATTENTION OF
Mr. M. L. Pulcher

DETROIT MICHIGAN USA May 1, 1917.

DETROIT ADDRESS: FEDTRUCK
WESTERN UNION CODE

Federal Motor Truck Company,
Newark, N. J.

Attention: Mr. George Ludlum.

Dear George:

Everything comes to him who waits. You've been looking forward to the complete FEDERAL line. Now it's ready - FEDERAL quality in every needed capacity.

We are going to make announcement of all five models in May - One Ton, One and a Half Ton, Two, Three and a Half, and Five Ton models.

The photo prints I enclose will give you a good idea of the jobs themselves. I think they're corkers. How do they look to you?

Remember -- these are not "new" models in the sense of being revolutionary departures from past FEDERALS. All the stamina and reliability of the good old FEDERAL has gone into these models -

- In addition, they have everything that motor truck experience has taught us right down to May 1st, 1917.

This line of FEDERAL trucks is, in essence, the outgrowth of seven years spent in studying the haulage needs of Business.

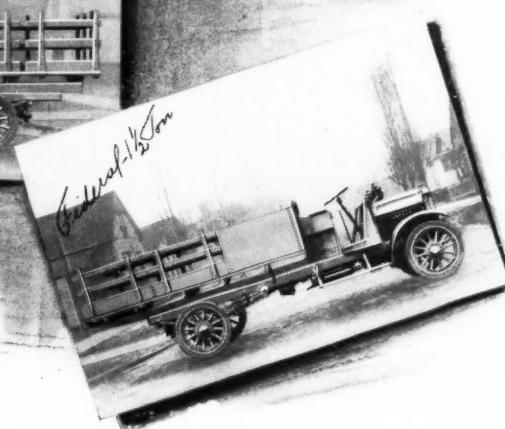
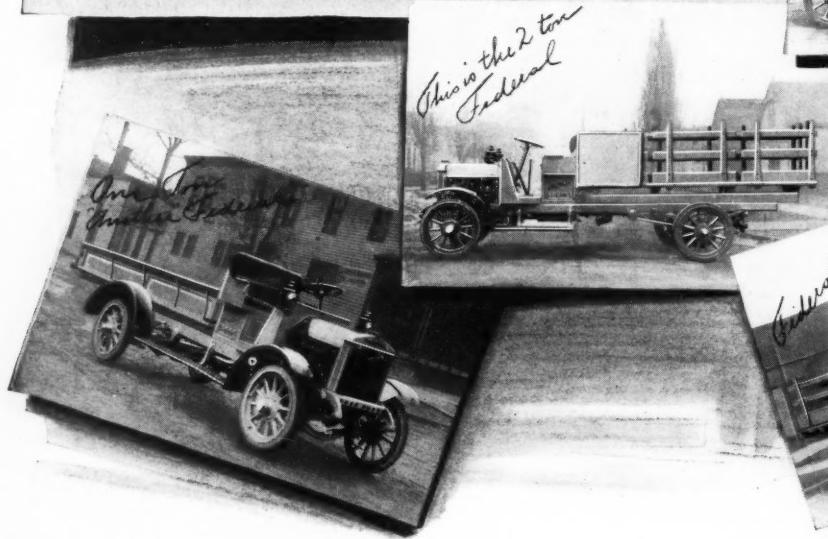
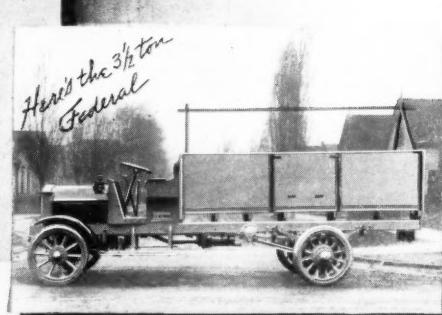
Features? Every point of FEDERAL construction is a "feature" in the sense that it was designed solely with haulage service in mind.

The engine is a truck engine exclusively -- "full of pep". The oiling system, by means of pump pressure, increases lubrication as heavy duty or increased speed make it necessary - and so on -

I can't hope to cover all the points here, of course. You have them all in the "Blue Print Book". We are receiving quite a number of inquiries for these. Do not fail to get a supply for distribution.

Now then, here's hoping for the best year yet! I know that this FEDERAL family is going to prove well worthy of its name.

Yours with best wishes,
M. L. Pulcher
Vice President
FEDERAL MOTOR TRUCK COMPANY







The Warehouse Section

ON the following pages will be found the advertisements of firms in the transfer and storage business in the various cities in the country, in slightly larger spaces than has ever before been attempted in a national manner.

The purpose of these advertisements is to offer to non-association members, who ship household goods, a regular monthly reference section of household goods warehousemen who will act as their agents in the various cities in which they are located. Through this section the non-association shipper may get in touch with firms who will take care of the shipments of his customers at the receiving end, thus enabling him to give better service in routing his shipments all the way through, and providing his customer with facilities for taking care of the goods in the city in which the customer is to live. Thus the difficulties of intercity moving may be lightened and the way made much easier for the general public in moving from one city to another.

Such a section as this Warehouse Section of TRANSFER and STORAGE is an altogether new departure for the transfer and storage industry in that it is the first time that opportunity has been given to household goods warehousemen to present to association and non-association firms, in spaces large enough to include them, their facilities for handling shipments consigned in their care. Its principal purpose is to extend the exchange of shipments of household goods, and if this purpose is accomplished, the advertisers, those who patronize the advertisers and the general public will benefit.

BERKELEY, CALIFORNIA***Students Express
and Transfer Co.***

Established 1890

2132 Shattuck Avenue

J. R. DRIVER, President
 D. L. DRIVER, Secretary
 M. B. DRIVER, Manager

Transfer; Motor Service;
 Storage of Household
 Goods, Merchandise, Iron

Four Warehouses
 45,000 Square Feet

Members Illinois Furniture Warehousemen's Association
 Pacific Coast Furniture Warehousemen's Association

CALGARY, ALBERTA

THE
Pacific Cartage Co.
 LTD.
 C. P. R. Freight Office

A. M. NANTON, Pres. E. D. ADAMS, Sec. & Treas.
 C. M. STAINES, Manager

Agents for Canadian Pacific Railway
 Cartage and distributing of carloads
 a specialty. General merchandise and
 furniture stored at reasonable prices.

TWO WAREHOUSES
 12,500 square feet

SERVICE IS THE THING

For You and Your CLEVELAND Customers

**LET US SERVE THEM AS
THEY SHOULD BE SERVED**

Our Equipment—Fireproof and
 Non-Fireproof Storage. Motors
 and Horse-Drawn Vans.

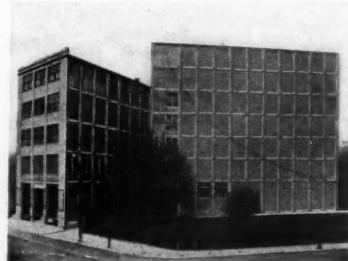
Our Organization is complete and
 is more than ample for the largest
 and most difficult proposition.

We Conserve Your Interests

**THE CENTRAL STORAGE
WAREHOUSE CO.**

1843 East 55th Street
 5601 Hough Avenue

CLEVELAND, OHIO
 SIXTH CITY

BOSTON, MASS.

Dorchester Fireproof Storage Warehouse
 Thomas G. Buckley, Proprietor and Manager

A modern, fireproof warehouse of reinforced concrete construction; built expressly for the storage of household goods and pianos. Not only is the building proper absolutely fireproof, but each room is partitioned off by terra cotta tile and is provided with a fireproof door of the most approved style, making

"Every Room a Fireproof Vault."

T. G. BUCKLEY CO. Expert Movers of Household Goods and Pianos

Established 1880

Office and Warehouse:

690-692 DUDLEY STREET, BOSTON, MASS.

MOTOR TRUCK SERVICE
 Operating a Fleet of Seven Trucks

Consignments will receive our prompt and painstaking attention. Consign L. C. L. to Boston, Mass.; C. L. to Massachusetts Ave. Yards N. Y., N. H. & H. R. R., Boston, Mass.

Because we are the only concern in Boston operating both a strictly fireproof Warehouse and a Transfer business, we are in a position to give your customers the most efficient service.

BOSTON, MASS.

The Suffolk Storage Warehouse Company

98-100 Northampton Street

L. G. Myers, Manager

Assures fellow warehousemen the best service in handling consignments either for storage or delivery to house or apartment, unpacking and setting up. Only men with long experience are employed.

**4 Buildings with 1000 Rooms
Low Insurance Rates
Convenient to All Freight Terminals**

Members of

American Warehousemen's Association
Illinois Warehousemen's Association
New York Furniture Warehousemen's Association
Pacific Coast Warehousemen's Association
Traffic Club of New England

WE WILL

Look after your interest, also that of your customers at—

BUFFALO, N.Y.



OUR large, specially-built, six-story household goods warehouse is one of the finest between New York and Chicago. (Capacity 1000 van loads.) With our corps of expert workmen and unequalled facilities, we can render prompt and efficient service to your Buffalo patrons.

Furniture Stored, Packed or Shipped to Any Part of the World
Convenient to the railroad switches Low Insurance Rates
Motor Trucks for Prompt Delivery Fireproof Vaults

COLD SPRING STORAGE COMPANY

1432-1442 Main Street

J. W. POWELL, President and General Manager
Members of Buffalo Chamber of Commerce

NEW YORK CITY

We Bid for Your Business on a Basis of Service—"We Know How"

METROPOLITAN

Fireproof Storage Warehouse Co.

14-39-41 WEST SIXTY-SIXTH STREET
Near Central Park

CHARLES S. MORRIS, Pres. and Treas.
LAWRENCE S. MORRIS, Sec'y and Gen. Manager

**TWO FIREPROOF BUILDINGS
MOTOR OR HORSE-DRAWN VANS
AN EFFICIENT PACKING FORCE**

Adjacent to all Freight Terminals

ESTABLISHED 1875
"That means something"

Members of New York Furniture Warehousemen's Ass'n.
Illinois Furniture Warehousemen's Ass'n.
Southern Furniture Warehousemen's Ass'n.
Van Owners' Ass'n. of Greater N. Y.
New Jersey Warehouse & Van Owners' Ass'n.

NEW YORK CITY



MORGAN & BROTHER

Storage Warehouses
and Motor Vans

Moving Storage Packing

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed
and Shipped to all Parts of the World*

230-232-234-236 WEST 47th STREET
TELEPHONE
52 BRYANT
Near Broadway

Cable Address: MORGANWARE

Members:

New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
Van Owner's Association of Greater New York

Don't Forget Our Various Locations!

We can handle shipments for the upper west side in
NEW YORK CITY

But also all shipments for
**JERSEY CITY, HOBOKEN,
WEEHAWKEN, BAYONNE
and Vicinity**

The Thomas J. Stewart Company

R. M. PETTIT
President

A. I. STEWART
Secretary

WM. T. BOSTWICK
Vice-Pres. & Treas.

N. Y. Warehouse: Fireproof Warehouse:
 143 West 99th St. 504 West 126th St.
(Formerly COLONIAL)
 New York City

Main Office and Carpet Cleaning Plant:
 Erie and Fifth Streets, Jersey City, N. J.
"Quality Service Since 1870"

NEW YORK CITY

"EXPERT SERVICE PAYS"

Moving Packing Shipping

VAULTS for STORING PACKAGES of SILVER PLATE and VALUABLES

Our central location and modern equipment enable us to offer you an unusually efficient service for your New York consignments.

Members of New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association

THE WEST END STORAGE WAREHOUSE

Ben Blumenthal, Proprietor Grant Wayne, Manager

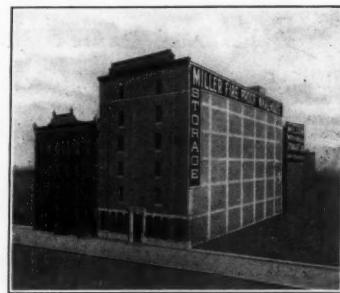
Louis J. Crumm, Supt.

202-210 West 89th Street



Consign all C. L. & L. C. L. Shipments for Delivery to Warehouse
 B. & O. R. R.—135th St. and Harlem River Station
 C. R. R. of N. J.—132d St. and S. Boulevard Station
 D. L. & W. R. R.—135th St. and Harlem River Station
 Erie R. R.—135th St. and Harlem River Station
 Lehigh Valley R. R.—E. 124th Street Station
 L. I. R. R.—Harlem and Morrisania Station
 N. Y. C. & H. R. R. R.—130th Street Station
 N. Y. N. H. & H. R. R.—Harlem River Station
 Penn. R. R.—E. 125th Street Station
 West Shore R. R.—130th Street Station

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Collections through our office will assure prompt returns*

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2715-2721 North Broad Street

PHILADELPHIA, PA.

WHO looks after YOUR interests, also those of your CUSTOMER in PHILADELPHIA?

Damage is frequently done in unpacking, by careless, incompetent workmen, and the Shipper is blamed.

Good packing needs careful unpacking to insure a Satisfactory Removal.

"LET WIGHTMAN DO IT"

He's been doing it for over twenty-five years.

SHIP IN OUR CARE AS FOLLOWS:

30th and Market St. Sta., Penna. R. R. Co.
23d and Arch St. Sta., Phila. & Reading Ry.
24th and Race St. Sta., Balt. & Ohio R. R.

PENN STORAGE & VAN CO.

2136 Market Street

PITTSBURGH, PA.



Fireproof

Our Reliability
is unquestionable.
We safeguard your
interests as carefully
as our own.



Fireproof

Advantageous Co-operation

with warehousemen is the secret of our large and successful inter-city business.

Our Courtesy

to your Pittsburgh customers will reflect an added confidence in you.



Non-Fireproof

Our Facilities
for handling household goods are complete; having trackage on P. R. R. (East Liberty Station) direct to warehouse; padded vans, both horse and motor drawn; thoroughly experienced workmen; three large warehouses, two of them fireproof with 2,000,000 cubic feet of storage space. (We are distributors in Pittsburgh of combination cars.)

ESTABLISHED 1889

CABLE ADDRESS: DONTFORGETTOGETTHEMONEY

HAUGH & KEENAN
STORAGE & TRANSFER COMPANY
Centre and Euclid Aves. Pittsburgh, Pa.

INCORPORATED 1898

SPOKANE, WASH.

Pacific Transfer Co.

Main Office and Warehouse

South 152 Jefferson St.

Established 1890

Moving Vans & General Storage; Storage of Merchandise and New Autos; Factory Distributors

Siding on Northern Pacific R. R.
Warehouse, 64,800 Sq. Ft.

Members:

American Warehousemen's Association
New York Furniture Warehousemen's Association
The Illinois Furniture Warehousemen's Association
American Transfermen's Association

ROCHESTER, N. Y.



JOSEPH A. SCHANTZ COMPANY

173-219 Central Avenue

We have every facility for handling your Rochester shipments.

Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Association

Springfield, Mo.

SPRINGFIELD WAREHOUSE & TRANSFER CO.

425-439 East Phelps Avenue

"Fireproof, reinforced concrete warehouse equipped with all modern appliances. Transfer equipment for handling merchandise of every description. Special attention given to carload and local freight consignments."

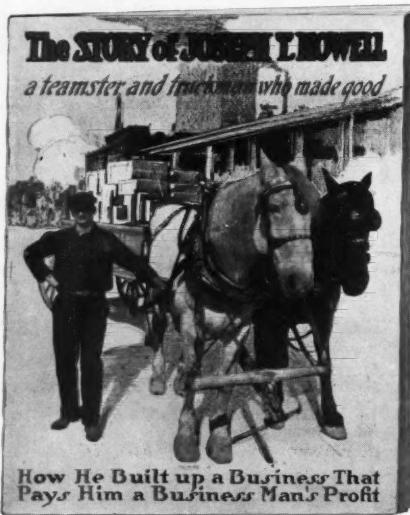
Fireproof

PRIVATE SWITCH—ALL RAILROADS

Low Insurance Rates

**"WE WANT YOUR SPRINGFIELD
SHIPMENTS"**

SEND FOR THIS BOOK



IT is the true story of how a small trucking business grew to be a big, profitable one—from a horse-drawn wagon to a fleet of three motor trucks.

This book contains very valuable information for the truckman—information that is of vital importance to success.

Send in your request today. The book is absolutely free.

The J. C. WILSON COMPANY
Detroit, Michigan

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GOODRICH

TRUCK TIRES

Stand Up Under Fire



This photograph shows a fleet of White trucks equipped with Goodrich Truck Tires on their way from Verdun to the Somme front

JUST as Verdun was saved by the timely use of motor trucks so is the Somme front being held with the aid of great fleets of motor transports carrying rations and ammunition over highways torn by shell fire where railroads have been put out of commission by German guns.

American-made truck tires were conceded superior to the European type by British and French motor transport experts after careful observation of all tires in actual service.

Of all the American makes GOODRICH Truck Tires were pronounced by officials most satisfactory. They are giving the same satisfactory service in commercial work everywhere. They stand up under heavy loads on all kinds of roads just as they stand up under fire in Europe.

Specify GOODRICH in peace or war. They're Best in the Long Haul



The B. F. Goodrich Rubber Company
Akron, Ohio



From

THE PRESIDENT'S PROCLAMATION

April 15, 1917

TO THE men who run the railways of the country, whether they be managers or operative employes, let me say that the railways are the arteries of the nation's life, and that upon them rests the immense responsibility of seeing to it that those arteries suffer no obstruction of any kind, no inefficiency or slackened power.

"To the merchant let me suggest the motto, 'Small profits and quick service'; and to the shipbuilder the thought that the life of the war depends upon him. The food and the war supplies must be carried across the seas no matter how many ships are sent to the bottom. The places of those that go down must be supplied and supplied at once.

"To the miner let me say that he stands where the farmer does. The work of the world waits on him. If he slackens or fails, armies and statesmen are helpless. He also is enlisted in the great service army.

"The manufacturer does not need to be told, I hope, that the nation looks to him to speed and perfect every process; and I want only to remind his employes that their service is absolutely indispensable and is counted on by every man who loves the country and its liberties.

"It is evident to every thinking man that our industry on the farms, in the shipyards, in the mines, in the factories, must be made more prolific and more efficient than ever, and that they must be more economically managed and better adapted to the particular requirements of our task than they have been; and what I want to say is that the men and the women who devote their thought and their energy to these things will be serving the country and conducting the fight for peace and freedom just as truly and just as effectively as the men on the battlefield or in the trenches.

"This is the time for America to correct her unpardonable fault of wastefulness and extravagance. Let every man and every woman assume the duty of careful, provident use and expenditures as a public duty, as a dictate of patriotism which no one can now expect ever to be excused or forgiven for ignoring."

In accordance with the suggestion of the President that his appeal receive widespread publicity, these extracts from his Proclamation occupy the advertising space scheduled for this month by The Autocar Company, of Ardmore, Pennsylvania.

May, 1917

TRANSFER and STORAGE

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TRANSFER and STORAGE

PUBLISHED MONTHLY AT
35-37 WEST 39th STREET
NEW YORK, N. Y.

Established in 1902 as The Team Owners' Review

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The TRANSFER and STORAGE Publishing Corporation, Inc.

35-37 West Thirty-ninth Street
New York City

Officers

Willis D. Leet, *Pres. and Gen. Mgr.*
C. W. Blackman, *Vice-President*
A. B. Swetland, *Sec. and Treas.*
H. T. Lay, *Managing Editor*

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Advertisements

Changes in copy for advertisements in the next issue to be in the office of publication not later than 10 days before date of publication

MEMBER OF ASSOCIATED BUSINESS PAPERS, INC.

\$\$\$ Saving Dollars For Your Customer

Household goods in through cars loaded by experienced men who handle household goods only.

from

NEW YORK

CHICAGO

BUFFALO

and BOSTON

to

LOS ANGELES

SEATTLE

SAN FRANCISCO

PORTLAND

SALT LAKE CITY

and DENVER

Insurance can be written through any warehouseman, or through any transcontinental office

Ask the Nearest Office

TRANS CONTINENTAL FREIGHT COMPANY

WOOLWORTH BUILDING 233 BROADWAY
■ ■ ■ NEW YORK ■ ■ ■

General Office
203 South Dearborn Street
Chicago

Old South Bldg., Boston
Ellicott Square, Buffalo
Union Trust Bldg., Cincinnati
Alaska Building, Seattle
Pacific Bldg., San Francisco
Van Nuys Bldg., Los Angeles

Agencies in principal cities throughout the world

DEPENDABILITY

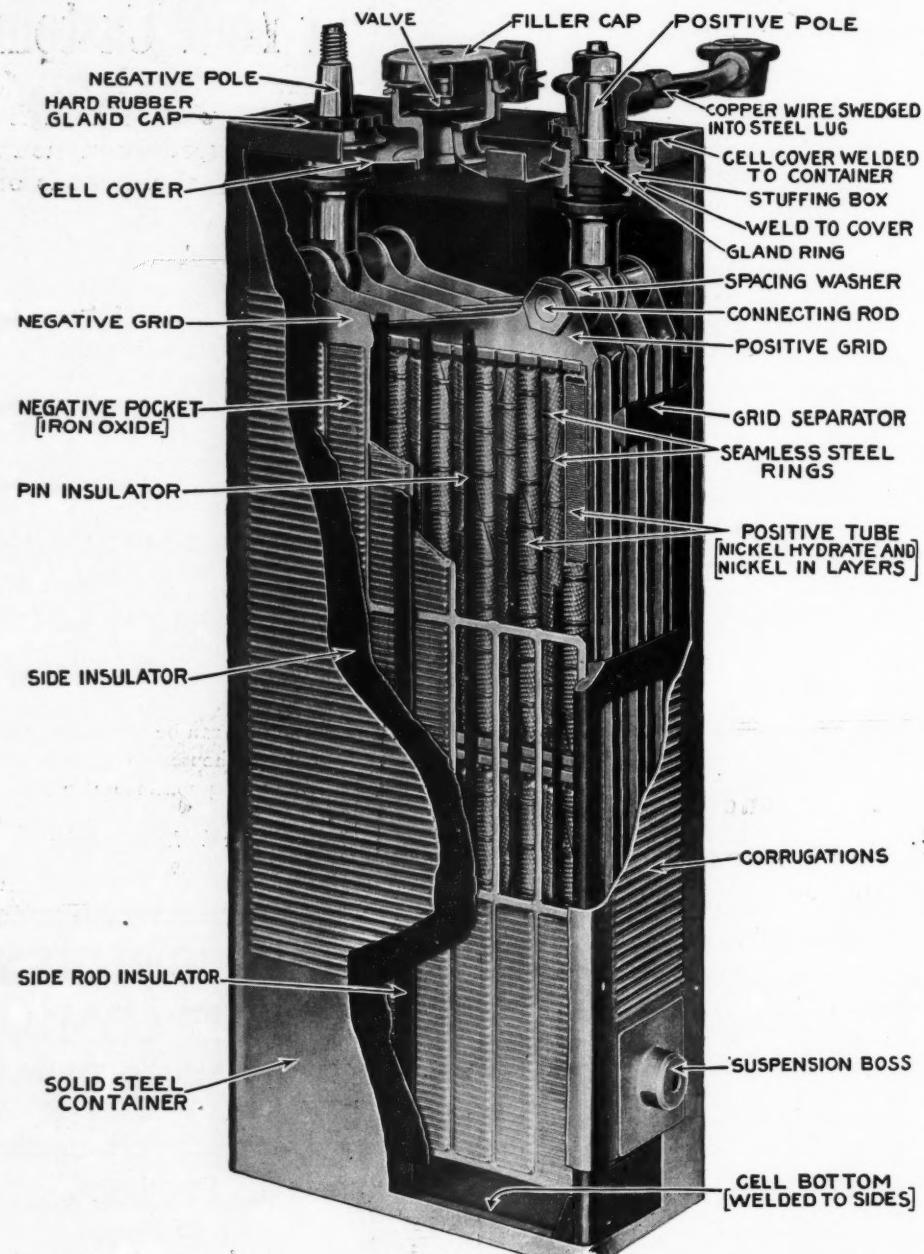
STRENGTH

POWER

PERMANENCE

The Edison Alkaline Storage Battery

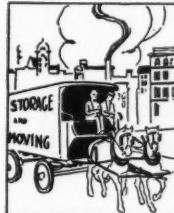
A Masterpiece of Mechanical Construction



Edison Storage Battery Company
Factory and Main Office, Orange, N. J.

DISTRIBUTORS IN

New York Boston Chicago Detroit San Francisco Los Angeles Seattle New Orleans



TRANSFER and STORAGE

PUBLISHED MONTHLY

Entered as Second Class Matter, at the Post Office at New York, N. Y.



Volume XVI

NEW YORK, N. Y., MAY, 1917

No. 5

America at war! One of the practical ways in which the men of the transfer and storage industry can help to prosecute this war against the German government is through organizing local units for the Motor Truck Reserve Corps. It is said that the United States Government will purchase from 30,000 to 40,000 new motor trucks for the army transport. The Motor Truck Club of America is trying to raise the first regiment of drivers for the motor transport and are working among college men and others who are not drivers at present in order that the present supply of drivers may not be depleted. No motor truck operator wants to lose his present drivers, for good drivers are scarce enough anyway.

* * *

The Seattle Team Owners' Association is the first to get its name into prominence by an offer to turn over to the Government the motor trucks of its members. A few weeks ago the eastern part of the United States was worried for fear the western part did not realize the necessity of war, and yet the first evidence of real co-operation among the men in the transfer and storage industry comes from the far northwest. It is not to be expected that the Government will take these or any other trucks at present in service. For immediate needs the Army has a large fleet of trucks that were used at the Mexican border. And the United States has sufficient factories to furnish enough new trucks so that the United States will not have to cripple business transportation as England and France found necessary in 1914.

* * *

For the past two months there have been continued reports of the formation of new transfer and storage associations. Under present conditions such signs are especially welcome. Another month and the convention season will be in full swing with the annual meeting of the Illinois Furniture Warehousemen's Association, followed by the July gatherings of the National Team & Motor Truck Owners' Association and the New York Furniture Warehousemen's Association. At the Illinois and New York meetings reports of the committees which have been working for the formation of the great national warehousemen's association will be presented. These com-

mittees will hold another meeting during May it is understood, to map out the final details. This is a most appropriate time to further work which will bring one section of the transfer and storage industry closer together and thus strengthen the collective effort that the industry may bring to bear for the good of the country.

* * *

C. C. Stetson, president of the Fidelity Storage & Transfer Co., St. Paul, Minn., sends us something we have always been anxious to get but have not had for some time—horse cost figures. The figures Mr. Stetson gives us are based on the year 1916 and are the average for one team for one month. They amount to \$134.82, and include no overhead expense for executive work, that is, no salary for the head of the business. On a basis of 25 working days per month this cost comes to practically \$5.40 per team per day. Where is there any profit for the team owner who rents his vehicles out at \$4.50 or even \$5.50 per day?

* * *

Mr. Stetson writes that feed costs were high last year and that they will undoubtedly be higher during 1917. Mr. Stetson is probably right. Feed costs promise to be very high not only during 1917 but in 1918 as well. There is not much hope that prices will go down again after the war is over. Prices seldom if ever descend to pre-war standards at the close of hostilities. The team owner who sets the amount which each team should make per day at from \$6.50 to \$8.00, depending upon his own local conditions, will not find that his percentage of profit is too great during some of the months to come.

* * *

Labor is not much to be blamed if it asks for increases in wages. The cost of living has had such a sharp upward trend and holds such promise of going higher that every man's pocketbook has been seriously affected. The best way out might perhaps be to grant increases at once and raise prices at once, agreeing that there shall be no more increases in prices and no more wage increases during the war unless the war lasts for two years

more, at the end of which time new conditions may arise. It is to be hoped that labor will respect its promise to the Government and refrain from strikes and walkouts during the country's international troubles. Other things to watch out for in the coming months will be to discourage the hoarding of horse feeds just as the hoarding of food stuffs is now being discouraged. Business should go on as usual. There is no reason why business should be bad, in fact there is every reason why it should be good. Let us have no "purely physiological" hard times.

* * *

It was reported at a recent meeting of the New York Furniture Warehousemen's Association that leases are now being made from month to month by many Metropolitan landlords. Gradually this system of month to month leasing for the period of a year will supplant the present system of leasing from the first of May to the first of May or the first of October to the first of October. This is one of the greatest reforms possible in the moving business and will make many changes for the better in resultant labor and more steady business conditions.

The Public Service Corporation of Newark, N. J., which operates the city's trolley cars and furnishes its electricity and gas has made an investigation into the proposed Hudson River vehicle tunnel between Jersey City and New York City, and now states that if the two states refuse to take up the proposition the company will construct the tunnel. Of course, if the tunnel is constructed by private capital there will be a toll charge for the use of the tunnel, probably about the same as the present ferry rates. Under such an arrangement it would be equally as advantageous for horse vehicles to use the ferries as it is now. Motor trucks of course would save time running through the tunnel and the difference in time would more than make up the toll charge. However, now that the Public Service Corporation has come out so publicly in favor of the tunnel and has shown how it would be a paying investment for private capital, the two states will probably get closer together on the question.

Putting the Industry on a War Footing

Since TRANSFER and STORAGE carried its last message to the men and women engaged in the transfer and storage business the United States has taken one of the greatest steps in its history. We are at war with Germany, a military power which for nearly three years has held at bay, even with some advantages, the combined forces of England, France, Russia and Italy, four of the world's great nations. What will be the effect of this move on the transfer and storage industry?

This is a war of transportation. The group which controls transportation, including the seas, will win the war, and in the transportation of all kinds of materials the transfer and storage industry plays a big part. During the past two and one-half years Americans have had a taste of the enormous demands of war upon commerce, and the transfer and trucking companies which have been called upon to operate at capacity during that period must now put forth even greater efforts. There will be many things to be moved.

Down in Washington Congress is laying the foundations for a long war and a war that shall be a success. In our own local associations in the transfer and storage business we too can put down the groundwork which will enable us to do our part to the nation's greatest advantage. Let us drop all barriers of individual competition and individual business strife, gathering together in local organizations for mutual co-operation to the end that every move made will go through at the utmost efficiency. This means the elimination of lost

motion and waste, through the co-ordinating of activity; the speeding up of all work, and the greatest possible reduction in the costs of carrying on business, the elimination of all unnecessary and unproductive expense. Let our motto be each day "What I do today I do for America."

There may be reason to expect that the household goods storage business as well as the transfer business will have greater demands than ever before. The household goods storage business in the United States is almost directly the product of our Civil War when families were broken up by the men going to the front, and the household goods were placed in storage. Some are looking for similar activities now, but it is possible that the present war will be conducted along much different lines than those of the struggle between the States, as far as troops are concerned.

The Administration at Washington is backing a universal service bill with a selective aim in raising the troops needed. It looks as though this will go through. Every whole-hearted American ought to pray that it will, because under its provisions those men among us who have no families dependent upon them, and are not engaged in work that is immediately productive for carrying on the war, will be drawn. Thus the ranks of labor will be but little depleted, and the progress of affairs in general will not receive the set back of a great labor shortage.

The effect of the passage of this bill upon the household goods storage business will be to blast almost entirely

the prospects of those who may mistakenly hope that the calling of our men to war will increase the storage business. Among the officers to be called there may be some married men whose goods will go into storage for the duration of the war. Undoubtedly there will be much movement of workmen from the smaller to the larger manufacturing districts which will have its effect upon the household goods moving and storage business. Whatever the movement it is certain that the household goods storage and moving firms as well as the trucking and transfer companies will have more work to do with lessened facilities and help for doing it together with increased costs.

Through the world war the merchandise storage business has already received its awakening and with the entrance of the United States into active participation the demands on the merchandise storage business will also increase as will the difficulties of taking care of the demand.

There is bound to be a certain amount of labor shortage owing to increased activity in all lines. We will all have to do more work at the same compensation and with increased costs of doing business and of living. That is our burden in this war, for each one of us to take on more work and to do all our work more efficiently. Labor has promised the Government that there will be no great strikes during the war to hinder the country. None of the nations at war have been free from labor troubles, and American labor which maintains this spirit of co-operation throughout the struggle deserves encouragement.

So necessary to the conduct of the war is the utmost efficiency of each industrial division and group that labor and capital in the transfer and storage business may well declare a truce for the duration of the war. Perhaps this war in which each of us must do his part will bring labor and capital closer together with an eventual solving of many of our problems. Capital should allow every laborer a fair living wage, and every laborer should agree not to ask for more than a fair living wage during the war.

Co-operation between the heads of competing and allied business and between those heads and the laboring men should be the groundwork which the transfer and storage associations should begin to lay immediately. Let us draw our lessons from Germany, our respected enemy. German efficiency and organization, which we all admire, has been misdirected into this great war. German efficiency and organization served only a destructive purpose in bringing on the war, but this same efficiency and organization can be made to serve the constructive purpose of each of us getting more for his money and making this a better world in which to live.

Germany set out to force her methods of efficiency and organization upon an unwilling world. Let us voluntarily adopt the best that lies in Germany's methods and with

her own methods of all forces working toward a common end, carry out our purpose of defeating the German government. Let today and tomorrow begin it. "What I do today I do for America."

Transfer Company Wins Case in Supreme Court

In an opinion of the Supreme Court, handed down at Salem, Ore., the Baggage & Omnibus Transfer Co. of Portland, Ore., completely knocked out the ordinance passed by the Portland city council to annul a contract giving the transfer company exclusive privileges for soliciting baggage on incoming trains and at the Union depot. By ordinance, the Portland city council had endeavored to force the Northern Pacific Terminal Co. to give all transfer companies an equal chance at the baggage hauling business and give them all equal privileges in taking baggage from the baggage room.

The Baggage & Omnibus Transfer Co., which had a contract with the Terminal company giving it exclusive privileges, attacked the validity of the ordinance in the circuit court and won a favorable decision from Judge W. N. Gatens.

The city appealed to the Supreme Court, which affirmed the decision of Judge Gatens.

The higher court holds that such a contract with a transfer company is in the interest of the railroad company and the traveling public, and that the city council under the limitations of its charter, has no authority to pass an ordinance to prevent it.

"The municipal enactment is designed to inhibit the making of valid contracts by railway companies so that the benefits derived from a grant of the exclusive privilege to solicit a transfer of baggage which the plaintiff enjoys under its agreement, may be divided among the owners of vehicles who are engaged in the same business, and are able to secure a share of the patronage," says Justice Moore, who wrote the opinion.

"Such Utopian state of society is occasionally brought into existence by the acknowledgment, voluntary or otherwise, of the interested parties; but legislation designed to effectuate such felicitous conditions savors of paternalism, and would seem to be pre-millenial."

Teamers Ask More Money from City

Two of the teaming contractors of the city of Taunton, Mass., who hire out their horses and wagons to the street department have made a demand on the city for an increase in compensation from \$6 per day to \$6.50. They claim that the increased cost of grain has necessitated this action.

John J. Curtin, representing the Clemens Teaming Co., and William D. Reed appeared before the committee on streets and bridges to state their demand, but the committee decided to let the present price stand.

It was intimated to the committee that if the demand is not granted the street department may not be allowed the use of outside horses next winter in clearing snow paths, but the committee decided to take the chance, and it was suggested by Councilman John W. Robertson that it might be well to look into the advisability of purchasing low priced automobile trucks if the increasing cost of hiring teams is to continue.

Councilman John Irvine told the contractors plainly that it would be useless to threaten the city with a comeback next winter, especially since there are now teamsters who are clamoring for the city work.

The final decision of the committee was unfavorable to granting the increase.

To Clear Up Congestion at Cincinnati

Representatives of the Merchants and Manufacturers' Package Freight Bureau, railroad officials and men interested in the transfer business met in Cincinnati on April 25 at the Provident Bank Building to consider plans for clearing up congestion in the Cincinnati freight houses.

After a discussion it was agreed that each representative report suggestions back to his organization. The Superintendents' Association and the Freight Agents' Association will hold a joint meeting to decide on a practical plan to eliminate the present congestion and prevent future congestions. This will require the co-operation of shippers, team owners and carriers, it was said.

Among those present at the meeting were C. E. Rickey, chairman, Superintendents' Association; G. C. Van Zandt, chairman, Cincinnati Freight Committee; C. E. Ault, chairman, Local Freight Agents' Association; George H. Oberklein, president, Cincinnati Team Owners' Association; Samuel Bailey, Jr., president, Cincinnati Transfer Co.; W. C. Beschorman, president, and J. W. Irwine, secretary, of the bureau.

Says War Will Link Capital to Labor in Britain

It took a war in England to demonstrate that you cannot expect undiluted patriotism from labor that has no share in the rewards of its toil beyond the barest means of livelihood, and therefore no real stake in the country; that you cannot get any sort of national efficiency, so necessary for the accomplishment of any great national end either in peace or war, so long as individual initiative and talent are crushed by trades union rules governing individual output and restricting the use of labor-saving devices. Until England began to assimilate these two truths she was in a bad way, writes H. J. Whigham in an editorial in *The Metropolitan*.

At first when Welsh miners struck for higher wages they were simply called traitors. Gradually, however, people began to wonder whether the coal owners who were making exorbitant profits out of war conditions

were not just as much to blame. And so the government and public alike stopped calling the miners names and tried to arrive at a fair settlement. Now the government has taken over control of the mines and war profits are prevented altogether.

WAIVED UNION RULES

And while the employer class and the public generally were being forced to see the justice of the workingman's plea for better living conditions, without which you could not expect from him much patriotism, the workingman at the same time was beginning to realize that his trade union rules were standing in the way of all profits, and also in the way of the nation's necessities. So for the time being he agreed to waive a lot of the rules. And if he finds that the waiving of rules pays everybody in the end, he is pretty certain to come to the conclusion that these rules should be abolished in peace as well as war.

But he will demand compensation. The question which of all questions in England today is most interesting is just this: What new form of protection will the workingman need and demand if he consents to give up some of the old union rules and old union ideas which he regarded as the bulwark of his liberty?

The answer is already being given by many capitalists and employers. They will have to invite labor to the council table. They will allow the workingmen to elect directors to the boards of corporations, and they will allow dividends to labor. Already labor in England is fairly well represented in Parliament, in the Cabinet and even in the War Council. But it must also be represented in the management of industry.

That is surely the policy of the future and the only policy by which the great industrial problems can be solved. At the present time labor in this country is not looking toward such a solution. It is not trying to become part of the management; it is rather intent on fighting the management and getting all it can in wages and shortness of hours alone, not realizing that the raising of wages is generally only part of a vicious circle; wages go up, but the cost of living increases in the same proportion, and the workingman is no better off than before.

The profits of industry still remain with the employer and the capitalist. The workingman's only chance of changing these conditions is to regard industry as a co-operative effort, where he must be as much interested in the management and in the success of the industry as any one else.

Grand Rapids Teaming Companies Advance Rates

E. M. Radcliffe, secretary of the Grand Rapids Transfer & Storagemen's Association, informs us that the teaming trade of Grand Rapids have advanced their rates for teaming to 80 cents per hour or \$7.00 per day, 8 to 10 hours to constitute a day's work. Singles will be at 60 cents an hour or \$5.00 per day.

The Trailer and the Semi-Trailer, Their Uses and Advantages

The transfer and storage industry has successfully applied the motor truck to many of its haulage problems; it remains for the industry to adopt two forms of motorized transportation which are as yet new—the trailer and the semi-trailer. Both of these types of vehicles have numerous advantages which especially fit them for use by transfer and storage men. There are inherent values in them which, properly recognized and applied, will make the use of motor vehicles more economical and efficiently possible even where the motor truck itself has been unable to achieve an entry. The transfer and storage industry, more than any other, must seek to keep down its haulage costs and to perform its transportation work efficiently.

What is known as the semi-trailer is a six-wheeled vehicle. The body, which carries the load, rests upon a rocking fifth wheel placed over the rear axle of a shortened motor truck or a former pleasure car. The motor truck supplies the power partly to trail and partly to carry the load carrying body. The origin of the semi-trailer lies in the principle that a motor vehicle can haul more than it can carry, and that in a motor truck the weight of the paying load is so distributed that most of it falls over the rear axle.

By utilizing this great rear axle weight-carrying ability and adding to it a second rear axle, the amount of tonnage that can be hauled in one load can be made unusually large. The shortened truck or former pleasure car which supplies the motive power may be of less capacity than would be required for even half the weight of the load that is to be carried in this manner, and consequently it may be a cheaper vehicle. For example, a one-ton motor truck with its wheel base properly shortened, coupled to a semi-trailer, makes a complete

six-wheeled vehicle capable of carrying from three to four tons. As the load-carrying part of the equipment can be constructed much more cheaply than a unit truck to carry the same load, and not even the addition of the one-ton truck will make up the difference in price, it will be seen that the first cost of such a vehicle would be small and consequently the charges of interest, depreciation, etc., would be much less.

However, these semi-trailers are somewhat more cumbersome than a unit five or six ton motor truck and their use will never entirely supplant that of the unit truck. As with every other haulage accessory, these vehicles have their own particular field, their own varieties of work, to which they are especially adapted, and their use will be of greatest value in these limits. The transfer and storage industry will be able to use many vehicles of this semi-trailer class. They are especially valuable in carting anything of unusual length, such as lumber, and they can be used to advantage in hauling heavy material such as stone, marble, iron and steel, etc.

There are many haulage firms which cannot use a five-ton or a six-ton truck steadily. They can use a one-ton or a two-ton truck all the time. These firms do not wish to install a six-ton truck to haul two-ton loads even 50 per cent of the time. The expense is too great, consequently the one or two ton truck is installed with the result that it is overloaded much of the time. This overloading is also expensive, fully as expensive in the long run as underloading. For this class of haulage companies the semi-trailer is the solution of a great problem. The semi-trailer can be installed with its tractive unit at approximately the cost of a one or two ton truck, which makes it capable of carrying one or two ton loads and not being underloaded in ratio to its



Ton and a Half Troy Trailer and Three and a Half Ton Truck Used by T. J. O'Reilly of New York City



Troy Trailer and Three and a Half Ton Van in the Service of the Pioneer Company. The Trailer is a Ton and a Half Vehicle.

expense of operation and maintenance. On the other hand, the semi-trailer will also handle the heavier loads at equal efficiency when called upon.

These things are true of general haulage. In the specialized field of household goods moving also, the semi-trailer has many advantages. One of the problems of the small operator in the household goods moving field has been similar to that of the smaller firm whose difficulties were outlined above. Household goods are bulky but not heavy, except when crated. When crated and packed for shipment they weigh double what an uncrated load will weigh. The small operator has been in a quandary to provide a vehicle which would haul a load of household goods from a house to his packing room, and then take the same load from his packing room to the railroad station without suffering from an overload. Although the three and a half and four ton motor truck is too big and heavy for household moving except when the goods are crated, it has been necessary for the small operator to employ only trucks of this weight in order to take care of his crated shipments.

When working only on the removal of uncrated household goods, these vehicles are running at less than capacity, and therefore at less than their possible efficiency. Just as the small general haulage firm can use the semi-trailer for the solution of his problems, so may the small moving company turn to the semi-trailer for his own salvation. The semi-trailer will take care of the household moving and of the crated goods as well. It will be operating efficiently in ratio to its cost on uncrated household goods, and exceed that standard of efficiency on crated household furniture.

Another use to which the semi-trailer may be put in the household goods moving field, and a use which involves one of its greatest features of saving, has already

been adopted by many members of the transfer and storage industry. In changing over from horses to motor vehicles the moving van operator refuses to scrap his former horse-drawn equipment. He wants to make the change to motor vehicles but is bound down to a gradual elimination of the horse through consideration of the amount of money represented in his old horse-drawn rolling stock.

However, by taking off the front wheels of a former horse van, and adding a light truck or pleasure car for a tractor with a rocking fifth wheel over its rear axle, the change can be very cheaply made. The horse-drawn equipment can then serve out its term of usefulness in this manner. Eventually, of course, it will be necessary to replace the plain bearing axles and iron tired wheels by roller bearing axles and rubber tired wheels, but this change can be cheaply made. In fact this change might be made at the very beginning to insure the maximum of life to the body and frame of the changed horse van.

One of these semi-trailers will track in behind the vehicle which draws it so that both tractor and trailer which make up the semi-trailer unit will run in a straight line. The wheels of the semi-trailer will take the same track all the way through, thus it is easy to turn corners and take curves. The large diameter fifth wheel prevents tipping of the trailer, and the rocking feature of the fifth wheel keeps all the wheels on the ground at the same time. The semi-trailer is not swayed from side to side because the vertical pivot—the king bolt—is directly over the rear axle.

Two or more of these trailers may be used with a single tractor, one trailer being left standing while the tractor maneuvers another trailer, etc. However, as these vehicles have no front wheels it is necessary to provide jacks or props for the front ends to rest upon. The

difficulty in this arrangement is the length of time necessary in raising or lowering the jacks or putting the props under or removing them from under the vehicle. However, there is a type of vehicle on the market which carries four wheels and which is more adaptable to this kind of work than the semi-trailer. This is the unit trailer or four-wheeled vehicle, which is also destined to have a big place in the transfer and storage industry.

Like the semi-trailer, the unit trailer or trailer, is founded upon the principle that a motor truck, like a railroad locomotive, can pull more than it can carry on its back. The unit trailer, however, unlike the semi-trailer is added equipment. A user of this type of vehicle states that the unit trailer provides capacity for an extra load at an increase of only 10 per cent. in the cost of maintenance and operation. This user also says that the unit trailer in household goods moving is the vehicle which will make the gasoline motor truck a success in local city moving over comparatively short hauls.

The first unit trailer proposed was only slightly different from a horse-drawn wagon. It was believed that these wagons could be hitched on behind a motor truck as additional load-carrying space and that they would cost but very little. However, it was found that the horse wagon would not stand the increased speed of motor haulage. The vehicle trailed would side-sway. It would start with a jerk when the tractor truck started up and it would refuse to stop properly when the tractor truck stopped. It would not track behind the tractor truck and would swing out in going around corners. All of these difficulties had to be overcome and today the unit trailer is a much different vehicle than the horse wagon it was proposed to use at first.

First the vehicle had to be made stronger to withstand the increased speed and to the strains to which such a trailer is subjected. Then it was necessary to provide for a uniform distribution of the pull of the tractor truck

so that the trailer would not start with a jerk when the tractor truck started. This was accomplished by means of a spring in the drawbar which connects truck and trailer and by a system of drawing through the springs and from the center of the trailer. The vehicle had to be made to back properly and this was taken care of. The side sway was eliminated, and the trailer made to track behind the truck which draws it. Today the motor truck trailer is a special vehicle which is practically a truck without a motor, without steering apparatus, gears or transmission system; in short without any of the truly vital parts of the motor truck.

In the field of general haulage the trailer has many advantages. Just as in the case of the Pioneer Fireproof Storage Warehouses of Brooklyn, the trailer gives an increased load-carrying space at a cost increase of only 10 per cent., so it will do in general haulage. The trailer may be hauled to a point where loading or unloading are slow and left to be loaded or unloaded while the expensive part of the equipment, the truck which draws it, is kept busy hauling a loaded or unloaded trailer to or from another point. The trailer may be sent with a truck to carry what would otherwise be a load for two trucks. The freight trucking firm which hauls to and from team tracks often leaves its wagons to be loaded or unloaded, taking the horses elsewhere to do other work. A motor truck and trailer can be handled in the same manner.

In the household goods moving business the trailer is very much at home. Very often a job of household goods moving will contain somewhat more goods than a single motor van can handle. While there will not be enough for two full vans, there will be more than the single van can carry. On such work as this a trailer will supply the lacking carrying space, and it is on such work as this that the trailer will make the gasoline motor truck a possibility for purely local household goods moving. The advantages of this feature to the household goods



How Hookway's Warehouse Co. in Syracuse, N. Y., is Using Up its Old Horse Vans with a Light Truck and a Martin Fifth Wheel.



Semi-Trailer Equipment with a Packard Shortened Truck for Tractor

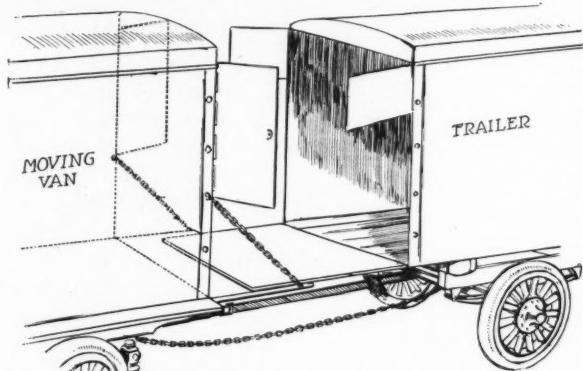
mover in a small city where there is not sufficient inter-city motor moving to warrant the use of a gasoline vehicle all the time and where the hauls are too short for such a truck between out of town trips may easily be seen.

On a long distance, out of town job, the trailer presents the advantage of an added load as well as cutting down the number of men that must be sent with the goods. Two motor trucks going from one city to another would require two crews or at least four men, for a driver must not ride alone on a long trip. With a trailer only two men are required as no one rides on the trailer. The saving here is readily apparent. The extra help to unload the two vehicles may be obtained in the city where the loading or unloading is to be done. However, this advantage may not be so great inasmuch as a true safety-first policy would require that the trailer be equipped with brakes and that a crew of two men ride on the trailer as well as on the truck.

Very often a transfer and storage company has a load of household goods coming into storage or part of a moving job may be coming into storage. In such a case the trailer is a very valuable addition to a transportation equipment. The truck takes the load of goods on the moving part of the job while the things that are to be put

in storage go into the trailer. The trailer is then dropped off at the warehouse to be unloaded while the truck goes on to the new residence. A good transportation or traffic manager can find hundreds of ways in which a trailer can be profitably used.

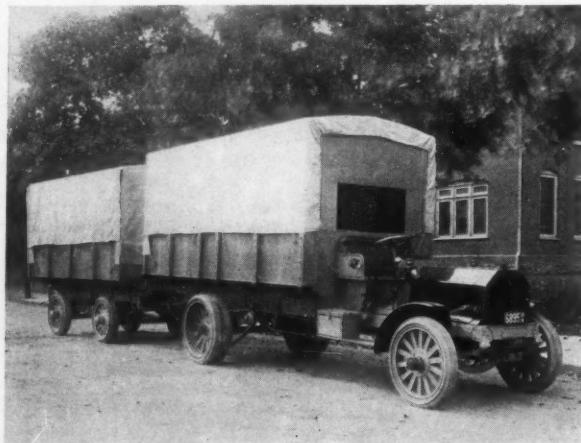
The household goods moving business is subject to great delays of loading and unloading, and in all places where there are delays of this kind the trailer will effect great savings. A trailer may be taken out and dropped off to be loaded while the truck goes on to pick up a load for itself. As long as the loading crew is about, the trailer will not be disturbed by the police, in most cities, as it is against police regulations only to leave unattended vehicles which have no motive power attached. One place in which the unit trailer can be most efficiently used is in hauling crated goods to freight terminals. Freight terminal delays are notorious and it is by the trailer that they can best be overcome.



Showing How the Tailgate of the Truck and the Drop Door of the Trailer Form a Loading Platform

A truck and trailer can take a load of crated goods to the car or freight station. The truck is unloaded first and goes back for another load or takes some nearby job, picking up the trailer when that is unloaded. Just as the semi-trailer will help the small truck owner who has occasional demands for a heavy truck and steady demands for only a light truck, so will the unit trailer take care of this kind of work, giving the additional load capacity necessary. In the smaller centers, where the small operator in the trucking business has a steady demand for only one or two trucks and a seasonable business which requires two or three trucks, so the trailer will fill the need as the extra equipment, at small expense.

When and how a trailer can be advantageously used are, of course, problems impossible to solve by general statements. As far as the purely haulage aspects of a particular problem are concerned the solution is fairly easy, being simply a matter of common sense and mathematics. But the big problem in deciding upon the use of a trailer is whether the trailer will be a success from a mechanical standpoint, whether the motor of the truck has the capacity to draw a trailer, whether a trailer



Unit Trailer with a Peerless Truck



Trailer Outfit Used by the Murphy Transfer Co., Which Is Working Between St. Paul and Minneapolis

of the same capacity of the truck can be used or whether local conditions are such that a trailer would not be a success. Trailers may be used with either gasoline or electric trucks, but local conditions of roads, grades, etc., govern the size of trailer that can be employed.

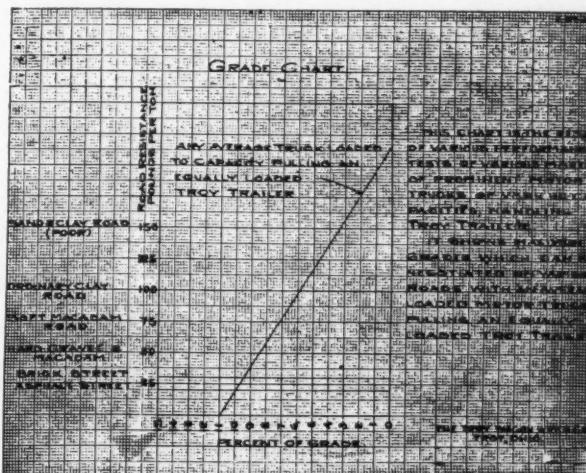
The Troy Wagon Works Co., Troy, Ohio, one of the pioneers among the motor truck trailer manufacturers, has made investigations to determine the factors which influence the selection of a trailer and their relative importance. This company has made charts which show the relation of the different factors and tell how to choose a trailer. However, the best advice that can be given a prospective trailer purchaser is not to attempt to analyze his problem himself. When he has decided that he should use a trailer, he should leave it to the trailer manufacturer to recommend the size of trailer best suited to his particular work and local conditions.

Over ideal road conditions, the grade chart worked out by the Troy Wagon Works Co., shows that a truck can haul a trailer of equal capacity to itself, both fully loaded, up any grade up to 10 per cent. These ideal road conditions are brick or asphalt pavement. The road resistance under such conditions is twenty-five pounds per ton. However, in estimating how large a trailer may be used, the worst stretch of road and the heaviest grade over which the truck and trailer would have to pass must be taken as the conditions under which they will operate.

Using the chart of the Troy Wagon Works Co., it will be found that a soft macadam road offers a resistance of seventy-five pounds to the ton. A truck will haul a trailer of its own capacity, both fully loaded, up a grade as high as 7 per cent. over such a road, as the chart shows where the two lines from the type of road at the left, and the percentage of grade at the bottom, cross. Seventy-five pounds to the ton, means 375 pounds of added weight in a five-ton trailer, however, and for a higher grade a smaller capacity trailer would have to be used. No matter what the road conditions are, a margin of safety would require that the trailer be of slightly less capacity than the truck which hauls it. The Pioneer Fireproof

Storage Warehouse of Brooklyn, N. Y., is using a two-ton trailer with three and a half-ton motor vans.

The Pioneer Company and also the T. J. O'Reilly Storage Warehouse Co. of New York City, have adopted an idea in their trailers which adds greatly to their usefulness and efficiency. The trailer is what is known as a double-end trailer, it being possible to draw it from either end. Both ends are fitted with doors. Two thirds of these doors are hinged at the bottom, letting down into the shape of a long tailgate. The remaining one-third opens to the sides. When truck and trailer are hitched together, the door of the trailer may be let down upon the tailgate of the truck, forming a substantial platform between the two vehicles. Upon this platform may be placed articles which are to be loaded into the van or into the trailer. The men working to load the vehicles take the goods from this improvised platform, while the men bringing the goods out from the house are not held up while the loaders are busy. Such devices as this



**Grade Chart Gotten Out by The Troy Trailer Co. to Show When
Trailer of Equal Capacity With the Truck May Be Used.**

render the trailer still more usable and still more of an advantage.

Both semi-trailer and trailer have their places in the transportation side of the transfer and storage business and both types of vehicles will be more and more adopted and used as time goes on. The transfer and storage industry is experimenting at present with different types of motor vehicle for its transportation. The three and a half-ton truck is being abandoned by many van owners for lighter models, and some makeshifts and substitutes are finding their way into the industry. However, the industry can absorb and use practically every type of truck manufactured, so diverse are the haulage problems encountered. But the industry as a whole will some day do away with the heavy van body, use a lighter capacity truck and many semi-trailers and trailers which will in time be found invaluable.

Truck Movers and Storage Men Meet

For the first time in the history of the local organization, members of the Springfield, Ohio, Truck Movers and Storage Men's Association met in what is to become an annual banquet and get-together assembly of the association, March 19, in the north dining room of Hotel Bancroft.

Twenty-six members of the organization were present representing the trucking concerns in the city in addition to storage men. Those present were: C. E. Parsall, D. V. Ramo, R. E. Anderson, C. W. Miller, Ora Stafford, W. P. Berryman, W. A. Hance, H. F. Condron, John M. Kills, E. C. Hodge, C. P. A. Hodge, H. H. Shellebarger, W. D. Eicholtz, H. Shealor, Homdy Gibson, J. S. Wagner, C. E. Wagner, R. G. Wagner, Raymond Wagner, D. I. Heffner, R. F. DeVore, Michael Day, J. G. Green and W. S. Green.

A. B. Compton of Dayton, active in the trucking and storage business in Dayton, officiated as toastmaster of the gathering and gave the main talk of the evening. Before sitting down to a five-course banquet, each member was called on, by way of meeting each other informally, to state his name, his business and give a half dozen words about his activity in Springfield.

Later in the evening, when speeches came readily, Chris Miller, Jacob Wagner and Michael Day spoke of their individual experiences of an earlier day. Their reminiscenses contributed much to the jollity of the evening.

Spring Moving Brings Move in Wages at Spokane

Increases in the wages of all employes of transfer and moving van companies, were put into effect recently by the Spokane Warehouse and Transfer Men's Association. The increases range from 25 to 50 cents a day.

At the same time, the association raised the price of hire of horse-drawn moving vans from \$1.50 to \$2 an hour and the price of automobile vans from \$2 to \$2.50 an hour.

Rates for Compensation Advance in New York State

The rates for workmen's compensation in New York State have advanced, the new schedule having become effective on April 1. The new rates show an average of about 20 per cent increase over the old rates. The rates for drivers have gone up from \$2.20 to \$2.50, while for chauffeurs the rates have dropped from \$2.43 to \$1.77. This is irrespective of the lines of business in which the men are employed. The new rates for warehousemen are \$3.03, as compared with \$1.62, the old rate. This refers to men employed in the furniture warehousing business, it is said. On the other hand the rate for warehousemen in the merchandise storage business has been reduced from \$3.24 to \$3.03. The rate for truckmen, classed under general trucking, not otherwise classified, is \$4.37, as compared with the old rate of \$2.75. Stablemen, not those in livery, boarding or sales stables, have a rate of \$5.27, as compared with \$2.20 previously charged.

John G. Neeser, vice-president of the Manhattan Storage Warehouse Co., New York City, has suggested that the New York Furniture Warehousemen's Association take this matter up with the compensation rating board. Mr. Neeser believes that the new rates are excessive.

Pennsylvania Warehousemen's Association Formed at Philadelphia

The Pennsylvania Furniture Warehousemen's and Van Owners' Association, which is to have a scope and purposes similar to those of the New Jersey body of a similar name, was organized in Philadelphia on March 28. The following are the officers of the association: A. P. Hill, president; B. G. Miller, vice-president, and Charles G. Wightman, secretary and treasurer. The new organization will hold regular meetings each month at 1628 Arch street, on the second Tuesday of the month. The association will be glad to receive associate members from outside the state as well as active members from within its borders.

New York Team Owners Boost Legislature Bills

Two bills now before the New York State Legislature at Albany, were introduced at the request of the New York Team Owners' Association, and the association is doing all it can to get these bills made into laws. One of these bills is to amend the penal law in relation to the service of summons in actions relating to cruelty to animals. The purpose of the legislation is to do away with the actual immediate arresting of the alleged offender with the consequent interruption of his work, and merely to summon him to appear in court. One of these bills is in the senate and the other in the assembly at Albany, both of them relating to the same cases.

Motor Truck Club Undertakes Recruiting

Through orders issued from the War Department in Washington and transferred through Maj. Frank H. Lawton, Quartermaster Corps, Department of the East, the Motor Truck Club of America has been called upon to undertake the work of obtaining the crews of forty motor truck trains for army work. These men are to be recruited into the Quartermaster Enlisted Reserve Corps and will enlist for a 4-year period with but 15 days' compulsory service yearly, if so ordered. They will not be called to active service for the Government until such time as an emergency arises. This may be at any moment now, in view of the training camps to be established all over the country beginning May 1.

As thirty-four drivers are to be recruited for each truck train, the total number to be secured will be 1,360. While this number seems comparatively small and easy to obtain in the large territory of the Department of the East, stretching from Maine on the north and Alabama and Florida on the south, it is nevertheless a real man's-size job.

While this small number is asked for at the present time, it will be but a drop in the bucket as compared to the number which will be required to transport materials and supplies for the first 500,000 increment of the new army which the Government plans to raise by conscription.

40,000 DRIVERS WILL BE NEEDED

Under the ordinary method of organization one truck train is sufficient to serve the needs of a war time regiment of 2,000 men. If 500,000 are to be served, it will require the enrollment of 8,568 drivers, and 17,136 for an army of a million. This figure does not include the large number of trucks which will be required to furnish ammunition for the guns with which this army will be equipped, and it is estimated that between 35,000 and 40,000 trucks and drivers will be required should the United States eventually send an expeditionary force to Europe.

Under the able leadership of Roderick Stephens, president of the club, who is also a member of the Volunteer Motor Transport Committee working under the advisory commission of the Council of National Defense, committees have already been formed to carry on this work in New York City and in Boston, and other committees are now in the course of formation in Philadelphia and in Atlanta, Ga. The purpose of these various committees is to obtain applicants capable of driving army trucks and of examining such men and passing upon their fitness. The latter work is being done by examining boards working under the direction of the general committee. The New York committee, which will undertake to carry on the work in the states of New York, Pennsylvania, New Jersey, Maryland, Virginia and West Virginia, is composed of the following:

George H. Pride, chairman; Emlen S. Hare, Thomas F. McCarthy, Joseph K. Orr, George H. Duck, Arthur J. Slade. Joseph Husson, editor of *The Commercial Vehicle*, is secretary and executive member.

This committee has undertaken to form other committees in the states mentioned to carry on the enlistment work in the centers in which they are located and to form local examining boards at which applicants may present themselves. C. A. Musselman of Philadelphia is forming a committee in that city to obtain recruits in Philadelphia and Camden, N. J.

BOSTON IS NEW ENGLAND HEADQUARTERS

A similar committee has been formed in Boston to obtain recruits in the six New England states which will form the Northeastern Department of the present Department of the East on May 1, 1917. The personnel of that committee is as follows: Major Harry G. Chase, chairman; Lieut. P. C. Baker, E. J. Sampson, Day Baker, Cornelius Beard. Captain F. J. Burnham is secretary and executive officer.

Roderick Stephens is now absent on a trip to Atlanta, where he will form similar committees to take hold of the work in what will be the Southeastern Department of the present Department of the East and which will include North Carolina, South Carolina, Georgia, Florida and Alabama.

It is not the intention of the various committees to recruit drivers solely from the ranks of present-day drivers, as that procedure would seriously cripple the present industrial transportation life in the localities from which such men were taken. It is rather the intention to obtain enlistments from among the ranks of those who own or drive their own cars and from college graduates who could be made into drivers of the highest class after a short period of training. Such men as those who volunteered for the American Ambulance Corps in France and Italy would make exceptionally good drivers for this work. It would provide just as many thrills and is almost as dangerous as work with rifles or machine guns in the first-line trenches for the reason that practically all of the field artillery in present-day warfare is served almost exclusively by motor. Convoys are often shelled by long-range guns when their positions have been spotted by airplanes.

Besides this, the service offers opportunity for the most rapid advance of any branch of the army for the reason that our present military organization contains no department of mechanical transport. It is almost certain that those drivers who show ability in the first few units made up into truck trains will be promoted to become truck masters or even captains to take charge of the additional trains as formed, as the size of our army is increased. Again the truck drivers are enlisted

as sergeants instead of privates and are thus able to advance more rapidly than if they entered the service at the lower rank. An enlistment station for the Department of the East has been located at Governors' Island, but will be moved to the United States Rubber Co.'s office at 1790 Broadway, New York City, where application blanks may be secured. The local examining board, which consists of George H. Pride, chairman; Emlen S. Hare, and George H. Duck, secretary, will be located at the office of the Motor Truck Club at the same address and where a United States army surgeon and recruiting officer will be on hand to swear in any applicants who pass the test of the examining board and the physical test as given by the army surgeon. Other recruiting stations will be opened in Boston, Philadelphia, Washington, Buffalo, Rochester, Syracuse and various cities throughout the entire present Department of the East.

Applicants for enlistment as truck drivers must be between the ages of 18 and 45. They must be of good antecedents and habits, and be free from bodily defects and diseases. They must be citizens of the United States or have made a legal declaration to become citizens of the United States, and be able to speak, read and write the English language. They must furnish two certificates of good moral character, with particular reference as to sobriety and as to experience, and in addition will be examined by the special examining boards already referred to.

QUARTERMASTER RESERVE CORPS

Enlisted men of the Quartermaster Enlisted Reserve Corps will be required to keep themselves physically fit for military service for a period of 4 years and to attend each year, if ordered to do so, an army encampment for 2 weeks. They must also hold themselves in readiness for actual duty at the proper place in time of actual or threatened hostilities in answer to the call of the President of the United States. Men who enlist in this reserve retain their status as civilians and are only required to leave their homes to attend an encampment in time of war or threatened war.

Truck drivers in the enlisted corps will be recruited as sergeants at the rate of \$36 (\$50 under the proposed law) a month, and will have their railroad fares to and from their homes paid by the Government while traveling. They will be supplied with uniforms the same as prescribed for enlisted men of the Quartermaster Corps of the regular army reserve, except for insignia. In addition to the above 1,360 sergeants required as truck drivers, the Quartermaster's Corps, Department of the East, must also recruit the personnel for eighty wagon companies, seventy bakery companies and miscellaneous skilled workmen, bringing the total of the personnel required, including first sergeants, sergeants, cooks, corporals and first-class privates up to 5,233 men.

Oakland Draymen's Association Holds Second Annual Banquet

The second annual banquet of the Draymen's Association of Alameda County, Cal., was held March 14 in the Blue Room at the Hotel Oakland.

The guests and speakers of the evening were Mayor John L. Davie, Commissioner Harry S. Anderson and Harbor Manager W. W. Keith. The remarks from these speakers bespoke their unanimous accord with the work the Alameda County Draymen's Association is doing in the betterment of conditions in the city and with the local industries interested in trans-bay and east-bay distribution of freight.

An appreciation of the good offices as held by Proctor Scott, president of the Alameda County Draymen's Association, was shown by the presentation to him of a solid gold watch by the members. A large representation of the different firms was in evidence.

To Handle Loaded Trucks

In order to make it possible for a workman to manage a heavily loaded two-wheeled hand truck with less physical exertion than is ordinarily required an attachment has been devised which holds the cargo in place, allowing the mass to be tilted forward until its center of gravity is over the wheel axle. When wheeling on level flooring a man is thus relieved of the weight of the article he is moving; his concern is merely to maintain its balance while propelling the truck.

The device consists of an anchor and chain attachment, housed in a tube, which is attached beneath a truck. By tipping the latter forward against the object it is to carry, the chain is drawn out to the required length, locked by dropping one of the links into a narrow slot in the neck of the tube and the hook engaged at any point.

Storage Under Special Agreement

Right of one storing goods under agreement that they should remain in the same warehouse was waived by receipt of letter stating the "business" would be conducted at a new address, and acquiescence therein.—Mandl vs. McKegney, 162 N. Y. S. 900.

Where plaintiff had left an auto body in defendant's warehouse, stating he wanted it left there, he was entitled to recover for its loss by fire after removal to another warehouse, unless he waived his right.—Mandl vs. McKegney, 162 N. Y. S. 900.

First Aid For Horses

The following article by Thomas F. Freel, superintendent for The American Society for the Prevention of Cruelty to Animals, New York City, appeared in the February, March and April numbers of "The National Humane Review":

The work of an agent of an active society for the prevention of cruelty to animals requires, above all, a practical working knowledge of animals, and the habits, peculiarities, strength, limitations, diseases, disorders and disabilities to which animals are liable. It also requires patience, coolness, sound judgment and common sense.

The necessity and value of training is so thoroughly recognized by The American Society that it not only requires its agents to have a working knowledge of animals previous to appointment, but on entering the service new agents must serve a probationary period, during which time they pass through a most thorough course of instruction and experience. This training includes, among other things, a course of instruction in the Society's hospitals and shelters, under the guidance of the veterinary staff, where animal conditions of every character, involving animals of every kind, are pointed out and explained. They accompany the small emergency automobiles and the large animal ambulances in street accident cases, and are especially instructed in the methods of properly handling, tying, slinging, hoisting and loading injured and suffering animals, and humanely destroying animals that are injured or diseased beyond recovery.

STUDY OF LEGISLATION

In addition, they are required to read and study the law and are instructed in its meaning, intent and application in cruelty cases; also, the rules of evidence, and are given a general court experience by the superintendent and agents who have cases before the courts. During their probation they serve under the instruction and supervision of the veterinarians and older agents generally, and are not permitted to operate on their own initiative until they have satisfactorily demonstrated their fitness for the service and knowledge of their duties. To that extent, it may be said that the Society conducts a modern well-equipped training school for its workers.

There is nothing more harmful to the cause of animal protection than that abuse of authority by workers in the field which results from ignorance of animal conditions, methods of procedure and the laws and rules governing the proper care and use of animals. No worker in the field can reach a proper conclusion as to what is best to do for an animal unless he understands just what the condition is; therefore, the necessity of a worker having a practical knowledge, because after all the *first and most important* duty of the worker is to relieve the pain, suffering and distress of the animal, and the second

is to take action against the person responsible, to the end that a similar situation may be prevented.

Another requisite for the worker is a knowledge of the laws relating to cruelty to animals, and just how far he or she can go, legally, to protect animals from abuse and unnecessary acts of cruelty which entail injury, distress, torture, pain and suffering. It seems therefore that the first thing to do is to point out some of the animal conditions most liable to confront the worker on the street. These are cases of accident, injury, illness, working animals in unfit condition due to weakness, lameness or sores; overloading, overdriving, overworking, sunstroke, heat exhaustion from overwork, beating, improper harnessing, neglecting to properly house, care for, feed, water, etc.

We will first consider accident and emergency cases.

HORSES FALLING IN STREET

When a horse attached to a vehicle falls in the street, the first thing to do is to unhitch, then push the vehicle back and away from the animal so that it will not interfere with the horse in rising. Carefully examine the horse for possible injuries, fractures, etc.; if the ground is slippery, spread ashes, sand, blanket, straw or other material that will reduce the slippery condition and prevent injury when attempting to rise. See that the fore legs are fully extended in front of the horse, then grasp the bridle firmly and assist the horse by elevating the head with a strong, firm, upward pull, at the same time calling on him to "get up." Material assistance can be rendered by a second person grasping and lifting by the tail.

When it is impossible to get an animal up in the ordinary way, turn him over. This can be done by fastening ropes to the front and hind legs above the coronary band then cross the ropes over the animal's body from front to hind, and hind to front, and pull. If, after the animal is turned over, it is then found that it cannot get up, an ambulance should be sent for and the animal removed to barn, stable or hospital for necessary treatment. If it is impossible to get an ambulance, a drag can be made by laying three or four rails parallel with each other and nailing a board platform on top, then place the platform alongside of the animal, fasten the head by a loose running noose of rope to the platform and turn the animal over on the platform in the manner above described. After the animal has been placed in position, fasten the animal to the platform by crossing ropes over the body, front to rear, and vice versa, so as to prevent the animal from injuring itself; attach ropes to the front of drag, and proceed to stable or barn.

In all cases of cuts due to accidents, whether the cut

be superficial or deep, the first effort should be to stop the flow of blood. This can be done in superficial or even deep cuts, where no large veins or arteries are severed, by pressing on and around the edges of the cut with the hands, lint, cotton or clean white rags, completely covering the surface of the wound and holding there to exclude air and produce coagulation.

When an artery is severed in one of the limbs, the flow can be checked by making a tourniquet of a rein, strap, stout cord, small rope, etc., binding or wrapping it around the limb above the cut and using a stick or club to tighten, so as to produce sufficient pressure on the artery. As it is impracticable to compress the large arteries, where the wounds are on the head, neck, or body, effort should be made to stop the flow of blood by coagulation, which may be accomplished with absorbent cotton, clean rags, lint, oakum, or any clean, soft material that will not infect the wound, keeping the material in by direct pressure of the hand or hands.

Exertion stimulates the heart action and increases the flow of blood, therefore the animal should be kept quiet, until the arrival of a surgeon or the ambulance. In the country veterinarians are scarce and sometimes hard to find. It is well to remember, therefore, that in cases of accident to animals, a physician or surgeon may be utilized to control or relieve the condition.

Horses injured beyond recovery for a useful purpose are those suffering from a fracture or break of the bones of the leg, or spine, or from the tearing off of a hoof, or the deep penetration of a pole or shaft into the chest or abdominal cavity, which involves the vital organs; or animals that, in a fire, have had at least one-third of the skin of the body destroyed by burning. Any one of the above conditions would justify prompt and humane destruction.

HORSES IN EXCAVATION

Make the animal as comfortable as possible, remove all harness except the bridle and examine the animal for possible injuries. In the event that the animal has fractured one of its limbs, it should be humanely destroyed before attempting to extricate it. Keep the animal as quiet as possible, and blanket if necessary while awaiting the arrival of derrick and slings.

If a horse falls overboard and is attached to a vehicle, promptly cut the harness so as to free the animal, then remove all the harness except the bridle to permit freedom of movement of the body and limbs. Avoid exciting the animal and try to guide it to the nearest dock or land by catching hold of the bridle, either from a boat or by swimming alongside, and trying to keep the animal's head above water. A rope placed about the neck will be of service to keep the animal at or near the dock until the arrival of a derrick, or other means for lifting the animal from the water. If the animal is to be lifted from the water, carefully sling in such a manner with canvas or otherwise, that the strain of the lift will be equally distributed along the under part of the body from the

fore to the hind legs; cross strap to prevent animal from falling out of the sling, and be careful to keep the head elevated.

Blanket the animal as soon as landed, and administer as a stimulant, if possible, a dose consisting of three ounces of whiskey mixed with five ounces of water. Elevate the head, place the neck of the bottle between the molar teeth and cheek and pour slowly, allowing the animal time to swallow, being careful not to allow the animal to bite the bottle, as this may result in serious injury. When the animal is landed, if you have no ambulance, remove it to the nearest stable and notify a veterinary.

STREET CASES OF COLIC

A bad condition frequently met with in the street is colic. The common form usually met with is wind colic and is manifested by the animal stopping, pawing with one of the fore feet, turning the head to one side, usually the left, and looking backward at the stomach or flank; expulsion of wind from the bowels, nervous uneasiness, profuse perspiration, lying down and rolling and swelling of the abdomen.

Unhitch. Keep the animal on its feet and moving; try to get it in a nearby stable and notify a veterinary.

No attempt should be made by laymen at medication or stimulation in these cases, as the drugs and narcotics used—chloral hydrate, chloroform, cannabis indica and nux vomica—can only be prescribed and properly used by a veterinary. If the services of a veterinary cannot be secured, and a large pump syringe can be obtained, a pail of warm water can be given as an enema. If this cannot be done, and as the condition may be due to impaction of the lower intestines with feces, it often-times can be relieved by baring and oiling the right arm with lard, vaseline or other non-irritating oil, and inserting the arm into the rectum and removing the feces. The fingers of the hand should be turned in to prevent scratching or lacerations by the nails. The arm, if necessary, may be inserted to its full length to remove the feces, in order to enable the animal to expel the wind in the bowels, which is the cause of the trouble, but in every instance an effort should be made to secure a veterinary surgeon, as these cases often have a fatal termination.

PREVENTION OF AZOTURIA

Azoturia is a condition known to the lay driver and owner as "spinal trouble" or "spinal meningitis." It is really a condition of poisoning by albuminoids or uric acid, and is a disease of the liver and blood-forming functions rather than of the kidneys; it is caused primarily by heavy feeding on highly nitrogenized foods, such as oats, beans, peas, etc., and in the city horse is directly due to overfeeding on oats during a period of rest and idleness, when the animal is kept in the stable on full rations without exercise.

The prominent symptoms of azoturia are:

(a) The going over on one or more of the hind fetlock joints.

(b) The passage of dark red or dark brown colored urine.

(c) The loss of control over the hind legs.

(d) The convulsive movement of the body and limbs with lack of power to regulate or control the movement of the muscles when down, with consequent inability to get up.

Azoturia is a serious malady that may end fatally in a few hours or days, or a full recovery may ensue or a tardy recovery may set in which will leave a partial paralysis of the hind legs that will last for months, ending frequently in complete inability to stand. In the city work horse, azoturia presents itself usually on Mondays after the Saturday half holiday and Sunday rest, and is especially prevalent after 2 full days of idleness with full rations and no exercise, as for instance, when a Sunday and holiday come together.

The prevention of this serious condition is in cutting down the feed (oats) and giving daily exercise to animals when they are not being worked or used. When a horse drops in the street from this cause, the driver should at once notify a veterinary surgeon, in the meantime making the animal as comfortable as possible, pending the arrival of the veterinary and ambulance.

WHEN A HORSE IS OVERLOADED

It should be understood at the outset that it is a difficult task to determine when a horse is overloaded or drawing a load in excess of its strength, as an animal's strength wanes as it proceeds, especially on grades, and while the weight may not be excessive, the animal must use every effort to keep the vehicle in motion, and sometimes becomes stalled, not so much by reason of the weight drawn, but by the continuous effort without rest or a spell for breathing. This is an example of momentary exhaustion more than overloading, but it is often mistaken for the latter.

It is impossible to measure the strength or endurance of any one animal by its size, as many small horses, in seemingly poor condition, can outrun and endure more hardship than larger horses that appear to be in better condition. This may be due to the smaller animal having a larger breathing capacity, better anatomical construction, length of service or ability to stand hardship.

An overloaded or exhausted animal is one that throws itself "well into the collar," and using every effort is unable to continue with its load, or, one who after stopping is unable to start on a level road with good pavement conditions. That the animal is putting forth its best efforts and is not balky will be shown by the straining of the muscles of the hind limbs and back, standing upon the toes of the hind feet, the lowering of the body close to the ground in order to get better footing, and the tautening of the traces. When these conditions present themselves, the animal is clearly overloaded.

In cases of overloading, excessive weight is not always the determining factor. Weather and street conditions—grades, bad pavements, snow and ice—must always be

considered, as often what would be a weight reasonably within the strength and capacity of an animal under ordinary conditions, would be beyond its strength and capacity on grades, or on bad, slippery pavements, or snow. Weather, pavement and street conditions are reasonably within the knowledge of drivers before loading, and if vehicles are loaded without regard to prevailing conditions, and the animals are unable to pull the loads, they are clearly overloaded and prosecutions should follow.

HEAT EXHAUSTION AND SUNSTROKE

These conditions present themselves in hot weather, and it is well to understand the symptoms of each, the gravity of the attacks and the importance of prompt action for the relief and saving of the animal.

Sunstroke manifests itself suddenly. The animal stops, breathes quickly and heavily, becomes weak and staggers, finally falls and is unable to rise. The temperature rises rapidly, sometimes reaching as high as 110 degrees Fahr.; perspiration starts in patches on the body; the blood vessels of the head and neck are full, the pupils become insensible to light, and convulsions may take place.

Heat exhaustion manifests itself slowly. The animal becomes dull, weak and unsteady and lies down, the breath comes quickly in short panting gasps; the nostrils are dilated and reddened, the eyes bloodshot, the pulse quick but weak, and the animal sinks gradually into unconsciousness. The temperature is very little above normal.

In either condition, try to get the animal in a cool shady place; remove all harness except the bridle; protect the head from injury, and use cold applications on the head, cracked ice wrapped in canvas or in a bag, or use cold water from a bucket or hose on the head and along the neck and spine, *taking care not to get water in the ears*. Continue this treatment until the animal recovers or until the arrival of a veterinary. If the animal recovers and is able walk it slowly and carefully to the nearest stable. In every instance, if possible, get a veterinary.

EXHAUSTION FROM OVERWORK

This condition may be recognized by an able, willing animal becoming slow of movement and unable to draw the load, with head lowered and drooping, dull eye, steaming coat, heavy and abdominal breathing, restlessness, unsteadiness on feet, and a tendency to lie down. In this condition the animal should be at once suspended from labor, unhitched and walked to the nearest stable for rest and recovery.

Blind staggers is usually met with in heavy, full-blooded animals and may be caused by affections of the brain, spinal cord, or eyes, climatic conditions, prolonged heat, confinement in dark, damp and hot stables, diseases of, or pressure on, the jugular vein, a tight collar, and, in some instances, it may be hereditary.

The animal abruptly stops, trembles violently, sometimes falling to the street, sometimes rushing blindly about, dashing against obstructions, vehicles, posts, blank walls, etc. A second and even a third paroxysm may set in if the animal has not been sufficiently rested after the first attack.

Care should be taken in every instance to control the animal so as to prevent it from injuring itself, passersby or property. Usually the animal will recover without treatment if properly controlled, but cold applications, ice or cold water to the head, will be found beneficial. Bleeding from the roof of the mouth is rarely of benefit, and is a very dangerous practice, as it may sever an artery and produce a serious or fatal hemorrhage. If possible procure a veterinary.

DIFFERENT KINDS OF LAMENESS

There are several kinds of lameness to which animals are subject, but for the purpose of distinction they are divided into two groups or classes: "painful" and "non-painful" or "mechanical." A "non-painful" or "mechanical" lameness is usually a condition involving a joint or joint socket, and is sometimes due to a dislocation or displacement, which causes a joint to find or furnish a new socket or axis other than the socket provided by nature, thus shortening the legs and altering the stride or gait. Again, a "non-painful" or "mechanical" lameness is caused by the stiffening of a joint due to the hardening of the surrounding surfaces and ossification.

These conditions, while they affect the locomotion and gait of the animal, do not constitute lameness within the meaning of the term as it is used in cruelty cases, as they are simply "limited" or "peculiar" actions or "alterations" of gait, and inflict no suffering or pain on the animal, therefore to use horses of this kind is not in violation of law, even though the gait or action looks bad, except where the animal is used in a service for which it is unfitted by reason of its limited action, which would be an act of cruelty in violation of law.

WHAT SPRINGHALT IS

This is a peculiar unnatural movement or sudden jerking up of one or both hind legs while in motion, in which the foot is spasmodically lifted much higher than it is normally or naturally. In some instances the lowering is very forcible, causing the foot and shoe to come in contact with the ground with great violence. This condition is ascribed to involuntary muscular contraction, and it is said by some eminent authorities to be a painless one, which causes no discomfort, although the sudden lifting and violent contact with the ground may be persistent during all the time that the animal is in motion. Animals affected with springhalt should be worked singly and not in team, and their condition should be carefully studied to determine whether or not they are capable of performing the work required. To work or use these animals when otherwise in fit condition

is permissible, is not cruelty, and consequently not in violation of law.

PAINFUL LAMENESS

Conditions of painful lameness are such as may arise from any of the following causes:

Falls or accidents resulting in injury to the animals; corns, sand cracks, quarter cracks, center cracks, greasy heels, cankered heels, thrush, dropped soles, contracted heels, sidebones, ringbones, dislocation of the fetlock joint, strained tendons (back or front), ruptured ligaments, broken down tendons, splints, spavins, dislocations and displacements, quitters, punctured wounds, founder, etc.

Workers in the field confronted with a condition of lameness in an animal should first determine, if possible, the cause of the lameness, and whether it is painful or painless. This can be done after the lameness is located by manipulation and feeling with the hands, placing one hand over the part of the leg affected with the lameness and the other hand over the same part of the opposite leg. If the part of the leg affected is found to be hot, that is, warmer to the touch and feel than the part of the unaffected leg, it is reasonable to conclude that the lameness is a painful one, as the heat felt is due to fever produced by inflammation, which sets up a soreness that produces pain, hence the lameness or alteration of gait.

Space will not permit me to take up all of these questions, so I will speak only of the most important ones. The American Society has issued for distribution a red covered pamphlet with a treatise on diseases and infirmities of the horse, and persons interested can procure copies.

EXOSTOSISES—GENERAL INFORMATION

Exostoses are bony growths or conditions brought about by an injury to the periosteum, which is a nervous, vascular membrane, immediately investing, inclosing or covering the bones of the animals. The condition is the result of the outpouring of lime salts, held in solution between the bone itself and the periosteum, which deposits itself about the injured part, and, hardening there, becomes a bonelike growth or exostosis.

The conditions known as bone spavins, splints, ringbones and sidebones are exostoses and affect the work, serviceability and usefulness of the animal according to the amount of interference with its natural locomotion and freedom of action.

Spavins, ringbones or sidebones produce a condition of "intermittent lameness," which is generally a painful condition. In some animals, where the disturbance is not great, the periods of lameness are short and far between. In other animals, owing to the greater involvement of the articular surface, the pain is more severe, lameness lasts longer and presents itself with greater frequency. This lameness is due to the inflammation

of the tissues, muscles, tendons or ligaments that come in contact with the abnormal growth, which inflammation, soreness and pain cause lameness.

Veterinarians declare that in spavin conditions an animal, after standing, will sometimes become stiff and lame, but if given an opportunity, will walk out of the lameness and travel sound, and this is often true. If the lame condition presents itself in an animal after standing, and the animal is hitched up, it should be immediately unhitched from the vehicle and exercised by being walked up and down, without the wagon. Then if the lameness disappears, the animal can again be hitched up and permitted to proceed. If, however, the lameness continues, the animal should be suspended from labor, and sent back to the stable.

Horses lame from these conditions (exostoses) are painfully lame, and to work or use them in lame condition would be an act of cruelty in violation of law.

At the outset I stated that it was absolutely necessary for the agent in the field to have a working knowledge of animal conditions and that is a *fundamental necessity*; he should also have practical knowledge of the laws relating to cruelty to animals, and understand their limitations, possibilities and the proper method for their practical application.

Organized Trucking Industry of the Imperial Valley

Shindeldecker & Mohr have established in the Imperial Valley of California, with headquarters at the Mission Garage, Brawley, an enterprise which is designed to systematize the trucking and transfer business of the entire valley and open up a trucking service to coast cities that will assure the shipper an immediate and reliable service with dispatch. A service that will enable the valley shipper, however remote from the trade centers, to reach the day's market on time. The rancher with hogs, grain or produce, furniture or heavy field hauling, can be assured of immediate delivery by a responsible concern that will be liable for any lapse of contract.

Three big four and a two-and-one-half ton Moreland trucks are already in service and others will be added as the demand increases. The management of the trucking business will be in charge of B. Shindeldecker, for some years connected with the Los Angeles Transfer Co. and an expert in his line. He has had one year of experience in the valley and knows the ways and needs of valley shippers. Mr. Mohr will devote his time to the care of orders and forwarding.

Safety First

Owing to the present international trouble a Newark warehouseman, who is noted for his natural caution, has issued an order to the effect that all trunks delivered to his warehouse must be dropped with much force from wagon to sidewalk outside said warehouse. If they don't "blow" they are accepted for storage. None have been rejected to date.—*The Tailboard Load.*

Permit Express Rate on Released Value

A decision was issued by the Interstate Commerce Commission on April 19 authorizing the quotation of rates for the transportation by express of property, except ordinary livestock, dependent upon the value declared in writing by the shipper or agreed upon in writing as the released value. The practice of quoting express rates on "released values" has long been established, but was discontinued when the so-called Cummins amendment was enacted in 1915. This act, however, was amended last summer, and under that amendment the Commission agreed, in its decision issued on April 19, that the old practice may be restored, with the exception of rates on livestock.

D. Edmund Dealy Dies at Age of 52

D. Edmund Dealy, president of the Organized Charities Society and a prominent resident of New Rochelle, N. Y. died on April 18 at the New Rochelle Hospital following an operation. He was vice-president of the Columbia Storage Warehouses, at 129 Columbus avenue, New York City, and formerly was engaged in the oil business in Beaver street, Manhattan.

Born in New York City 52 years ago, Mr. Dealy was educated at St. Francis Xavier's College. For several years he was treasurer and fleet captain of the New Rochelle Yacht Club. Mr. Dealy was president of the Colburn Memorial Home for the Aged and was well known for his philanthropic activities. He also was treasurer of the Society of St. Vincent de Paul, and was a member of the St. Francis Xavier Sodality, the Holy Name Sodality, the New York Furniture Warehousemen's Association and the Motor Truck Club of America. Mr. Dealy was head of the transportation committee of the New York Furniture Warehousemen's Association. He was one of the first members of Squadron A of the New York National Guard, and formerly was a member of the New York Produce Exchange.

Mr. Dealy leaves three daughters and two sons. His home was at Rochelle Park.

Wilson Order Ends Strike

A strike of the truckmen who haul freight from the Pennsylvania piers in New York City on the lower west side threatened damage to several hundred thousand dollars worth of vegetables and fruits on April 21, but the trouble was settled within 4 hours after the fruit and produce men had pointed out to the leaders of the strikers what President Wilson said in his proclamation about interference with the transport of foodstuffs. After a short parley the men went back to work.

The five hundred teamsters had gathered near the pier to go to work at 4 o'clock, but when that time came they made no move to load the produce on their wagons. Leaders of the teamsters' union said the men had struck

because of rules imposed by the Pennsylvania Railroad in an effort to prevent thefts from the piers. The drivers said these rules caused delays and consequent loss of pay. Officers of the Fruit and Produce Trade Association were summoned and found 125 carloads of produce delayed already 2 hours at a probable loss of \$10,000. There was a meeting between Joseph Bopp, secretary of the New York Commission Drivers', Chauffeurs' and Helpers' Union, and the produce men, after which the teamsters went to work at 8 o'clock. All hands agreed that the matter would probably be adjusted peaceably.

Amend Baggage Rules

The American Association of General Baggage Agents met during March in Los Angeles at the Hotel Clark to discuss new ways and means of handling baggage throughout the United States and Canada. One of the things accomplished was the extension of the new system of checking baggage from the residence of the owner to the exact point of destination, no matter what part of the country that might be in. A universal baggage check, smaller than the one now in vogue, which will help to cut down expense for the railroads was also advocated. The handling of scenery for theatrical companies was discussed and a plan was made to take better care of this in the future than in the past.

Between the meetings, the fifty members present, many of them accompanied by their wives, were guests of the Los Angeles Transfer Company on numerous automobile trips around Southern California and a dinner party at Casa Verdugo.

Peoria Teaming Rates Go Up

Some days ago the members of the Team Owners Association of Peoria, Ill., whose teams are used by the city, chiefly in street cleaning, went on a strike. They refused to work further for the city at the price of \$4 a day, which they had been receiving, and demanded \$5.33 per day. The city refused to accede this request on the ground that the appropriation would not permit the increase.

Recently a delegation of the striking team owners came to the *Star* office to set forth their side of the controversy. They declare that under existing conditions that they cannot maintain, they cannot furnish a team and driver for \$4 a day; that the actual cost of maintenance of a team during the winter and spring thus far has been \$5.20, and that with the price of corn and hay rising every few days that even this may not be enough. They feel, therefore, that the demand which they have made on the city is a just one, and they should not be required to work for less than it costs them to maintain a team and driver.

Federal Company Plans Better Service

Greater service to the users of motor trucks is provided in the inauguration by the Federal Motor Truck Co., of a new policy which requires dealers to stock repair parts. Hereafter, with a view to giving the utmost in service to owners of Federal trucks, it will be a stipulation in Federal dealers' contracts that a complete assortment of service parts must be carried in stock. This, in effect, will make every Federal dealer and distributor a branch of the factory and insures the elimination of unnecessary delays in making repairs to motor trucks.

Another feature of the new Federal service policy which will appeal to the owner who strives to get the greatest efficiency in haulage equipment, is the establishment of all-night repair shifts in most of the Federal service stations. A motor truck in daily operation that requires adjustments may be run into a service station overnight and the next morning it is ready to go into service again without the loss of a minute from the working day.

Teamsters to Seek Higher Prices Soon

Petitions were circulated about Williamstown, Mass., on April 12 and were signed by about twenty-five owners of teams. On and after April 16 the rate for team hire is to be changed from \$5 to \$6 per day. The increase is due to the fact that the price of grain has almost doubled in the last few years and that labor has increased 50 per cent. The new schedule of prices is considered lower than in other places.

Venice Insists on Heavy Licenses

The Stine Transfer & Storage Co. of Pomona, Cal., is having difficulty in getting into Venice with household goods. The city of Venice insists upon charging the company ten dollars for the privilege of hauling a load of household goods into the city. It so happens that Mr. Stine has a family to move to the beach city. The family wants him to handle the goods, and yet there is strong likelihood that if he does he will have to stop outside of Venice and transfer the goods from his truck to a truck having a Venice license, in which case the transfer fee will be split and there will be nothing in the job. This is a case for the Chamber of Commerce of Venice to take up.

Any city which stands in the way of a family moving in is working against its own best interests, and the Chamber of Commerce of any city could well afford to pay transfer men a fee every time they move a family into town, no matter what town it is. The truck transfer men are having a great deal of trouble over the city license problem just now. It would seem that the only solution would be to allow transfer men having a license in any city to haul goods to or from any other city without a license, but not to move stuff from house to house in other cities.

Letters From Readers

Shipping Goods to "New York, N. Y."

Editor, TRANSFER and STORAGE:—Recognizing the wide circulation of your medium, I beg to call attention of the warehouse industry at large to a serious error made by a large number of warehousemen in shipping goods to correspondents in New York City.

For instance, an out-of-town warehouseman ships a lot of household goods consigned to his own order, Notify, Mrs. John Doe, New York City. You will note that there is no street address for Mrs. John Doe to be notified and the result is that the warehouseman in New York City who receives the bill of lading from his out-of-town correspondent, is put in the position of communicating with all of the fifty freight terminals in New York City, until he can locate the one where the shipment has arrived.

I would suggest that publicity be given to the following:

If a warehouseman desires to ship the goods to his order, make out bill of lading to his order, if necessary, Notify Mrs. John Doe, care corresponding warehouse in New York City, giving the street address of the office of the warehouseman in each instance.

The writer has been the recipient of many shipments during this freight congestion and has used up hundreds of telephone messages in an endeavor to locate the terminal at which the shipment arrived, and in some instances owing to the present congestion, the goods have been placed in railroad storage, having arrived in some out-of-the-way and unexpected terminal, much to the customer's dissatisfaction and adding considerable expense to the warehouseman who is endeavoring to serve the patron.

I would thank you very much to give this matter as much publicity as possible, as it is a growing evil and to one who is unfamiliar with conditions in New York City this suggestion may prove valuable.—CHAS. S. MORRIS, President, Metropolitan Fireproof Storage Warehouse Co., New York City.

Establishing An Express Business

Editor, TRANSFER and STORAGE:—If you are in a position to do so, would request you to please advise me how I can get in touch with the most reliable information regarding the establishment of a suburban trucking or express business.

The information I want is how to locate a paying route capable of development, how to find the right size truck for suburban work, how to work up and establish a suburban express or trucking business in the most efficient way at the least possible expense, and how to estimate the amount of money necessary to start in a

small way with one truck. If you have any printed matter relative to the use of pneumatic tires on trucks in place of solid tires please forward same.

Any information you may favor me with, and a reply at your convenience, will be greatly appreciated.—F. L. CHAMPION, Knoxville, Tenn.

The location of a paying route capable of development depends altogether upon local conditions. First you will want to operate over a fairly good road where a winter and summer schedule can be maintained. Second the present amount of haulage to and from a growing suburb or series of suburbs should be a good indication of the demand for haulage. You will hardly want to operate more than twenty miles in one direction. The number of merchandising concerns along a road should be a basis of estimating the amount of haulage to and from town, as should the number of residences.

The working up and establishing of a business of this kind is usually through the obtaining of a sufficient number of haulage contracts to enable you to operate at least one truck. Other trucks can be put on as the business grows. There are three sources of this business. One is the city merchant who is not delivering in the chosen section at the present time, and wants to reach the suburban residents direct. Several such merchants, not competing, might form the basis of an express business.

Another source of such business is from the city merchant or wholesaler to the suburban merchant or dealer, from the city railroad station to the suburban merchant or vice-versa, obtaining the contracts mostly through the suburban merchant. A third source is the truck gardener and farmer class along the chosen route. When there are many farmers growing vegetables and similar produce for the city markets they will welcome a cheap and quick method of transportation.

A similar source of business involves the buying and selling of the products of truck gardeners. The writer has in mind the situation in certain western New York towns, unconnected by railroad, where peaches and strawberries have sold at a difference of 20 to 30 cents in price and where a buyer with a truck could go out, buy up a load of either, bring them into the largest of the several towns and dispose of them at more than double what he paid.

As regards the right sized truck for this kind of work, it is difficult to advise you as we do not know road conditions and what kind of materials you will have to haul. However, we feel safe in saying that most businesses of this kind are started with one-ton or ton and a half capacity light vehicles of fairly high speed, with pneumatic tires. In fact, one motor vehicle manufacturer

makes a specialty of building trucks of this class of interurban and suburban express business.

You will find most of the representative motor truck makers advertising in the pages TRANSFER and STORAGE and doubtless these advertisements will be of interest to you.

The estimating of the amount of money necessary to start a business of this kind is impossible for us under the conditions. However, comparatively little money should be necessary to start. The truck can be purchased on the time-payment basis provided you can show the dealers contracts sufficient to keep your truck running with fairly good loads. Provided you can get these contracts, without which it would be useless to start any way, such a business could be easily started and kept going on only a few hundred dollars.—H.T.L.

Liability of Truckman for Freight Charges

Editor, TRANSFER and STORAGE:—After the original bill of lading is presented to the railroad by the consignee, "dead head astray" freight is delivered to us to deliver to him (without freight charges). Four or five weeks later the charges are presented for this shipment, the consignee refuses to pay charges claiming that the shipper was to have prepaid that shipment, not knowing nature of freight bill he thought it was prepaid. As we received the expense bill for the freight, the railroad is trying to hold us for the charges because we are the authorized drayman for said consignee. Can the railroad hold us for the charges?—MCINTIRE TRANSFER CO., St. Charles, Mo.

Editor, TRANSFER and STORAGE:—In reply to your inquiry concerning the question as to who is liable for freight charges, I beg leave to inform you as follows:

"In general, the consignor with whom the contract of shipment is made is liable under his contract for the charges provided in the bill of lading."

This is true whether or not the consignor is the owner. In general also the owner of the goods for whose benefit the shipment is made is liable for freight. It is for this reason that the carrier is generally entitled to recover the freight from the consignee as a condition precedent to the delivery of the goods. In general also the carrier may recover his freight from the assignee of a bill of lading. Of course the carrier may refuse to receive the freight in the first instance without prepayment.

It follows therefore that any person in the position of consignor, consignee or assignee may be called upon to pay the freight. So also may any other person who has ownership of or a beneficial interest in the goods transported. On the other hand a person who has no interest in the goods and does not occupy any of the capacities above mentioned would not be liable for the freight charges.

You should advise the McIntire Transfer Co. that under the statement of facts given, they are not liable

but that the consignee is liable for the charges.—WARD W. PIERSON, Pierson & Shertz, Philadelphia, Pa.

Wages of Drivers and Helpers

Editor, TRANSFER and STORAGE:—By reason of the fact that the teamster's union in this city has advanced the scale of wages for drivers of furniture vans, wagon and auto trucks, we feel very much interested to learn what the scale of wages and particularly union wages is, prevailing in other large cities, such as New York, Chicago, St. Louis, Cincinnati, Denver, Salt Lake City, Portland, Ore., Seattle, Los Angeles or any other large city.

If you would kindly furnish us the desired information, we not only would feel greatly under obligations to you but we also believe many other patrons of your valuable magazine would be very much interested on the subject.—CALIFORNIA TRANSFER & STORAGE ASS'N., San Francisco, Cal.

We are not able to give you the data on wages for all of the cities that you request. However, herewith are scales of the wages paid in Pittsburgh, Cleveland, New York, Montreal, Philadelphia, Detroit, Washington, D. C., St. Louis, Newark, Toronto, Los Angeles, Baltimore, and Boston, Mass. We would suggest that of the figures given for these several cities, those of Pittsburgh, Cleveland, New York and Boston will be of greatest value to you.

These wage scales are taken from the series of articles now running in TRANSFER and STORAGE on "Transfer and Storage in American Cities." The date given after the name of the city is the date of publication in TRANSFER and STORAGE in each case.

Pittsburgh, Pa., September, 1915. Non-union labor:

	PER WEEK
Single wagon driver.....	\$10.00
Team driver.....	12.00
Van driver.....	15.00
Motor truck driver (depending upon the capacity of the vehicle).....	\$15.00 to 18.00

Straight time for overtime is paid. The brewery drivers in Pittsburgh are unionized, their scale being, at the time this article was written, \$11 and \$13 respectively for singles and doubles.

Cleveland, Ohio, October, 1915. Union labor, agreement providing for an increase of 50 cents per week each year, the agreement being for 3 years.

	PER WEEK
Single wagon driver.....	\$12.50
Light double driver.....	13.50
Two-horse truck driver.....	15.50
Three-horse teamsters.....	17.50
Van driver.....	18.00
Motor truck drivers.....	20.00
Helpers.....	15.00
Warehousemen.....	18.00

Overtime is paid at the rate of time and one quarter. The day is 10 hours long. No difference is made in the wages of motor truck drivers of different capacity vehicles.

New York City, November, 1915. Non-union labor in teaming and transfer business, union labor in moving business, although union is not particularly strong.

	PER WEEK
Single wagon driver.....	\$14.00
Heavy single wagon driver.....	15.00
Team drivers.....	18.00
Motor truck drivers.....	\$17.00 to 21.00
Helpers on moving vans.....	16.00*
Electric van drivers.....	18.00
Gasoline van drivers.....	20.00
Horse van drivers.....	17.00
Packers.....	18.00
Warehousemen.....	17.50

*The wages for the unionized labor in the household moving business have been brought up to date. At the time the article appeared in TRANSFER and STORAGE, an agreement was in effect providing for an increase of 50 cents per week each year. The agreement had just taken effect and was for 3 years. In the teaming business the wages may be considered unusually high, but as these men do much heavy work in addition to driving it is doubtful if they are too high. The day is from 7 a.m. to 6 p.m., with straight time after 6 p.m. and time and a half on Sundays and holidays.

Montreal, Que., December, 1915, non-union labor.

	PER WEEK
Single wagon driver.....	\$11.00
Double wagon driver.....	13.00
Helpers.....	13.00

After 6 p.m., 25 cents per hour is allowed.

Philadelphia, Pa., February, 1916, union labor, union not strong.

	PER WEEK
Single wagon driver.....	\$10.50
Team driver.....	13.50
Helpers.....	13.50
Motor truck drivers.....	\$14.00 to 18.00
Horse van drivers.....	13.00
Motor van drivers.....	16.00
Loaders or helpers.....	13.00
Room packers, or warehousemen.....	15.00

Twenty-five cents per hour is allowed for overtime. Motor truck drivers are not expected to help load and unload the vehicles in the household goods moving business. The motor van driver is the boss of the crew, usually being an experienced furniture handler and former horse van driver.

Detroit, Mich., March, 1916, non-union labor.

Single wagon drivers.....	\$15.00 per week
Team drivers.....	17.00 "
Three-horse team drivers.....	18.00 "

Stablemen.....	\$18.00 to 20.00 per week
Helpers.....	\$0.35 to .40 per hour
Motor truck drivers.....	\$18.00 to 20.00 per week
Helpers on motor trucks.....	18.00 "

In Detroit, helpers in the freight transfer business are not regularly employed but are picked up for special jobs as needed, hence the unusually high rate of pay, and this only on the hour basis.

Washington, D. C., May, 1916, non-union, colored labor.

	PER WEEK
Van drivers.....	\$11.00
Helpers.....	11.00
Single wagon drivers.....	8.00
Double wagon drivers.....	9.00

St. Louis, Mo., July, 1916, union labor.

	PER WEEK
Team drivers.....	\$16.50
Helpers.....	15.00
Motor truck drivers.....	\$18.00 to 21.00

Unionized firms in St. Louis are paying time and a half for overtime, Sundays and holidays.

Newark, N. J., August, 1916, union labor.

	PER WEEK
Double team drivers.....	\$15.00
Helpers.....	13.50
Motor truck drivers.....	\$18.00 to 20.00

Toronto, Ont., August, 1916, non-union, but war scarcity labor.

	PER WEEK
Drivers and helpers.....	\$13.50
Motor truck drivers.....	\$18.00 to 20.00

Los Angeles, Cal., October, 1916, non-union labor.

	PER WEEK
Helpers.....	\$15.00
Van and truck drivers.....	21.00

Baltimore, Md., November, 1916, non-union, mostly colored labor.

	PER WEEK
Single wagon drivers.....	\$9.00
Double wagon drivers.....	11.00
Van drivers (horse).....	10.00
Helpers.....	9.00
Motor truck drivers (white), depending upon the size of the truck and other factors.....	\$15.00 to 18.00

Boston, Mass., January, 1917, union labor, three-year agreement.

	PER WEEK
One horse teamsters (light wagon).....	\$15.00
One horse teamsters.....	16.00

	PER WEEK
Two horse teamsters.....	18.00
Three horse teamsters.....	19.00
Four horse teamsters.....	20.00
Motor truck drivers (one ton).....	16.00
Motor truck drivers (three ton).....	18.00
Motor truck drivers (greater than three ton).....	20.00
Lumpers.....	18.00
Helpers.....	16.00

Holding Goods for Charges and a Bonus System

Editor, TRANSFER and STORAGE:—I notice in your December issue of 1916 on the first page you claim a van owner has a right to demand payment before he performs the work required. Kindly notify me if this law applies to Washington and if we can hold the piano or a piece of furniture on our wagon until payment is made.

We also notice in your February issue that one of the transfer companies in our city has raised the question of a bonus system for teamsters. We have been paying our men along this line ever since we started in business and have found it to be very satisfactory. Our experience in paying the colored drivers a regular salary has been that the drivers loaf on the job, but whenever they are paid on commission basis they never lose any time.—SMITH'S TRANSFER & STORAGE Co., Washington, D. C.

Van owners generally are held to be common carriers, and unless the law of the District of Columbia specifically states that draymen, transference, etc., are not common carriers, this would apply to you. Common carriers have a lien upon the goods they carry for their haulage charges and advanced charges, this lien entitling them to withhold delivery of the goods until the charges are met.

There is no doubt but that you have a right to hold a piano or a piece of furniture until payment is made. As for your right to demand payment before performing the work, you have as much right to ask payment before hauling the goods as has a railroad or express company, although it is not always good policy to insist upon payment in advance or to hold goods for charges. Each case must be judged individually on its merits.

However, whether you ask payment before or after completing the work, you are not absolved from the liability of a common carrier for the proper care and protection of the goods entrusted to you.

We would appreciate it if you would give us the full particulars concerning your plan of paying your men on the commission basis. Perhaps, if you will read carefully the questions regarding such a system in the February issue of TRANSFER and STORAGE, you will be able to explain how you overcome some of these difficulties.—H.T.L.

Editor, TRANSFER and STORAGE:—Your letter received and we do appreciate your kindness in enlightening us

on the subject of common carriers. Kindly inform us, if it is in your power, if this matter has ever been tested before the courts as one of our attorneys here in Washington said our contract is not completed until the last piece of furniture is put in the customer's house and we cannot demand our payment until the contract is complete. We are very much of your opinion that it is not always good policy to demand payment in advance or hold goods for charges but just wanted to know what the law was on this subject.

We pay our men one-third of the amount of business they transact during the day and found this to be a much more satisfactory arrangement than giving them a regular salary, the only drawback to this arrangement is that the drivers have no mercy on the horses because of ambition to make a good day.—SMITH'S TRANSFER & STORAGE Co., Washington, D. C.

We have no knowledge if this matter was ever tested before the courts in the District of Columbia. However, it has been tested in other states, the most recent case being that of the Commonwealth of Pennsylvania vs. Harry Shepherd. The full report of the decision of the court in this case is given on page 11 of the May, 1916, issue of TRANSFER and STORAGE, copy of which is going forward to you under separate cover. We believe this would hold in the District of Columbia. You must be a common carrier to have the right to hold goods for charges.—H.T.L.

New Rates and the Costs of Horses

Editor, TRANSFER and STORAGE:—It will no doubt interest you to know that the transfer men of St. Paul and Minneapolis have advanced their hauling rates on furniture moving to the basis of \$2.00 per hour for a two-horse van and two men, and 50 cents additional for each extra man. The rates heretofore have been on the basis of \$1.75 per hour for van and two men and 40 cents per hour for each extra helper.

The rates up to March 31, 1917, when the new charge was inaugurated, were on automobile van or larger truck \$2.75 per hour with two men, but has simultaneously been changed to \$3.00 per hour.

There has been a slight advance also in all merchandise hauling rates.

As of interest I take the liberty of enclosing you a statement by one of the largest and oldest established transfer companies here showing their costs under the higher prices—last year—for feed and all the supplies. This has been made with great care, and they believe is practically correct, and it is needless to say is a considerable shock to some of the transfer organizations who have been plodding along without realizing that they were doing business without a profit if in fact there was not some loss at the rates to wholesale houses and other customers which have been in force for several years past.

Note—With the 50 to 70 per cent. higher feed, etc.,

this year, the cost must be still higher.—FIDELITY STORAGE & TRANSFER CO., St. Paul, Minn.

Cost of operating double teams, year of 1916:

	PER TEAM	PER MONTH
Salary to stableman.....	\$4.05	
Salary to driver.....	58.25	
Stable rent (including heat, water, light and stable repair).....	5.60	
Feed.....	21.74	
Shoeing.....	3.72	
Veterinary service and medicine.....	.42	
Stable supplies (including harness, blankets and covers).....	2.60	
Wagon repairs.....	5.80	
Fire and accident insurance on equipment.....	2.24	
Taxes on equipment.....	.54	
Depreciation and accidents on equipment.....	9.54	
Interest on investment.....	5.00	
Office rent, telephone supplies, salaries for book- keeper and clerk.....	15.32	
		<hr/> \$134.82

Labor Trouble in Cleveland

Editor, TRANSFER and STORAGE:—About 2 years ago, several men in the moving business and the business agent of the truck drivers union, George W. King, were indicted by the grand jury and it was claimed by the prosecuting attorney that certain men in the moving and cartage business got up a fund of \$7,000 to buy a new scale for the union. They were working at that time on the second year of a 3-year agreement that called for an increase in the spring. Instead of giving the increase they signed up at this scale at a reduction.

George W. King happens to be business agent of the truck drivers union, also president of the council and second vice-president of the international organization. At Mr. King's trial recently, Herman Stein, who was business agent of the van drivers union, testified that he had received \$1,000 of the graft money from King and he was promptly removed from office by the international organization at Indianapolis. This act caused great anger among the men of the union and some of them tore the international charter from the wall and did other things antagonistic to the international organization. The men offered to withdraw and form an independent organization.

We have been working along smoothly without having any labor trouble and paying more than the union scale to drivers, packers and helpers. On March 17 we had a large job moving the Nickel Plate Railroad offices and expected to get through about 3:00 o'clock Sunday morning when King and a few of his associates stopped the work, taking cards from men that were paid 2

months in advance, without giving us any warning or saying a word to anyone. They then drove our men off the work.

Our superintendents and myself, with a very few men that stayed, succeeded in finishing the work at 8:30 Sunday morning. We then refused to allow men that left work Saturday night to go back to work Monday morning. We also refused to recognize any union that King was connected with.

For the first week we were very short of men but succeeded in running some of the trucks every day although the men have been picketing for about 2 weeks, being promised full pay for this work. About 50 per cent. of our men have returned to work and the writer has been unable to find anyone that got very much money for picketing.

On April 5, about 8:10 p.m., an attempt was made to dynamite our No. 4 warehouse, and at 8:50 p.m. the same thing was done at No. 5 warehouse. Very little damage was done as the dynamite was evidently handled by amateurs. This firm has offered \$5,000 in cash to anyone giving us information that will lead to the conviction of the leaders of this work. We have had every detective agency in the city of Cleveland working for this reward.

At the present writing everything is quiet and we are working about 85 per cent of our force. The only picketing that is being done is by one little Hebrew who is walking up and down in front of the main office with a sign stating the Lincoln Fireproof Storage Co. have locked out their employees and therefore are unfair to organized labor. King is at the present time in jail serving a \$100 fine and a 30-day sentence for contempt of court.

Reports of our plants having been dynamited evidently were copied by papers in a great many other cities, as the writer has had several hundred letters inquiring about this trouble and sympathizing with us. We certainly appreciate the interest taken in the matter by men in the storage business elsewhere, as we do not get very much at home. Our chief competitors having employed a great many men that have been with us for 5 or 6 years, who are not in sympathy with this movement but are afraid of thugery or they would have been back by this time.—HOWARD LATIMER, President, Lincoln Fireproof Storage Co., Cleveland, Ohio.

Higher Teaming Prices in Greater Boston

Higher prices for teaming went into effect in Greater Boston on April 9. About 100 contractors and teamsters, working 3,500 horses, have made an agreement to increase their prices. All city, state and other construction work will be affected by the higher rates, which are based on the cost of team maintenance and a shortage of labor.

An English Common Carrier Decision

Editor, TRANSFER and STORAGE:—Noting an inquiry in an issue of your paper respecting the liability of a carter or remover in the event of fire, we have taken the liberty of enclosing a decision as published in *World's Carriers*. While this may not affect similar cases in the United States, however, it appears to carry solid information, therefore we enclose it for your perusal, and we have also enclosed comments on the position of common carriers.—LESTER STORAGE & CARTAGE CO., Toronto, Ont.

LIABILITY FOR GOODS DESTROYED BY FIRE

A sequel to an outbreak of fire on a motor vehicle conveying luggage from the Potteries to Lancashire seaside resorts during the past summer was partly heard by his Honor, Judge Ruegg, K.C., at Burslem County Court in December last, when an action for damages was brought by Charles John Noke and his wife, Ada Maria Noke, 68 James street, Stoke-on-Trent, against the Edwards Carrying Co., Ltd., 248 Waterloo road, Cobridge. The claim was for \$92.40, the amount of damage alleged to have been sustained to personal baggage belonging to the plaintiffs while in transit from Stoke-on-Trent to Blackpool, per the vehicle of the defendants, on August 3.

GROUNDS ON WHICH CLAIM WAS BASED

The claim was based on the following grounds or alternatively one or more of them:—(1) against the defendants as common carriers; (2) against the defendants as carriers, who had assumed the liabilities and responsibilities of common carriers; (3) against the defendants by reason of their negligence, default, or want of reasonable and proper care in carrying out the conditions (whether expressed or implied) of the contract made between the plaintiffs and the defendants to carry and convey the said baggage from Stoke-on-Trent to Blackpool; (4) against the defendants by reason of their breach of the contract in deviating from the direct route between the places aforesaid while carrying the baggage, having taken it by way of Southport, at which place the damage was done.

The judge considered that owing to the form of action, the burden of proof was on the defence, and the case for the defendants was accordingly taken first.

Mr. Pritt urged that perfectly suitable fuel was used, and his evidence would show that it was a kind of fuel which did not emit sparks. The fire did not originate on the top of the vehicle; the fire was discovered to be raging inside the load, close to the floor of the vehicle. In the burnt trunks were found fragments of matches, and it was obvious that these matches were the cause of the fire. If sparks had been emitted, they must have first ignited the covering tarpaulin sheets.

JUDGE INSPECTED DAMAGED VEHICLE

After the judge had inspected the motor vehicle, evidence was given by Alderman J. H. Edwards, a director of the company, who was driving the vehicle

at the time of the fire, which was discovered in Scarisbrick road, Southport. He said he was asked to convey a certain amount of furniture to Blackpool, and he agreed to take it, if he could get a full load. He accordingly advertised for advance baggage, and received the plaintiffs' baggage, along with that of other people. Outside Warrington he took in a supply of Welsh steam coal, which was immediately put into the bunker. That was the fuel in use when the fire occurred. In Southport he smelt something burning, and upon opening the trap door behind him he saw that the load was a mass of flames. The boxes of spent matches (produced) were found in one of the trunks in which things were burnt. There were matches in other trunks also.

In cross-examination, the witness said the vibration would cause the matches to become ignited. Sparks could not be emitted from a Foden vehicle when Welsh steam coal was being used.

Thomas Davies, consulting engineer, of Widnes, said that the Foden vehicles were so constructed that with Welsh steam coal it was impossible for sparks to be emitted.

SAW SPARKS FROM SMOKESTACK

For the convenience of the parties, the judge allowed certain witnesses for the plaintiffs to be interposed, and Mr. Wylie called Sergt. James Grubb (assistant superintendent of the Southport Fire Brigade) and Wm. Oldfield, carriage proprietor, of Southport. The latter said he was driving a char-a-banc when the defendant's motor vehicle passed at a quick rate. Smoke and sparks were issuing from the funnel.

The defendants denied that they were common carriers, which defence his Honor upheld. It was also part of the defence that there had been no negligence by the defendants themselves, or on the part of their servants. His Honor had put it on the defendants to show that they had used reasonable precautions against accidents.

The first witness at the second hearing was the third man in charge of the vehicle, Henry Stanworth. Nothing, he said, happened before Southport was reached. As soon as the fire was discovered, witness climbed on to the top of the cab, but could see no fire, though smoke was coming from the sides of the vehicle. Before the covering could be removed, fire broke through from the inside. Replying to Mr. Wylie, the witness said that that was the only Foden engine the defendants possessed. They started the journey with ordinary coal, but at Bold they obtained Welsh steam coal.

EXPERT EXAMINED ENGINE

Col. Crompton, C.B., of the Royal Engineers, consulting engineer and adviser to the Road Board, deposed to having examined the engine. Foden engines, he said, were allowed inside the arsenals and dockyards, near explosive factories, and were considered as safe as ordinary petrol-driven vehicles. The Manchester Ship Canal for a long time excluded all lourries, but after an exhaustive

examination of the Foden engine, they allowed them into their sheds where cotton was stored. Witness knew no better or safer engine than the Foden. He had never seen one emit sparks. The late Mr. Foden paid the closest attention to detail in their construction, to prevent them throwing out fire or emitting smoke. That was the feature which made them popular. Witness thought it not unlikely that the matches in some of the packages had been ignited through the vibration of the vehicle.

In reply to the judge, the witness said he had ridden on hundreds of these Foden engines intended for army purposes. Replying to Mr. Wylie, the witness said he had endeavored to produce sparks with that type of engine, and under conditions most calculated to produce them, but had not succeeded.

J. H. Edwards was recalled and examined by Mr. Pritt. He said the load comprised tin boxes, trunks, like that of the plaintiffs, and four or five wicker baskets. As soon as the fire brigade arrived they broke open the tin boxes, and found fire burning in two or three of them. The witness added that when the fire brigade had loaded up, and were about to start, the contents of another tin box which had not been touched were found to be on fire.

VERBAL ADMISSION OF LIABILITY

For the plaintiffs, Charles James Noke, of James street, Stoke, art director at Messrs. Doulton, Burslem, deposed to arranging for the dispatch of the trunk and contents, and to hearing on August 5 of what had happened. He called on Mr. Edwards to make inquiries, and was asked to send in a claim. Witness asked Mr. Edwards if he admitted liability, and he replied: "I suppose I must." The box contained clothes and silver toilet goods.

Henry Oldfield, carriage proprietor, Southport, stated that on August 3 he was returning from Ormskirk with a char-a-banc drawn by two horses, and when about four miles from Southport, he was passed by a Foden engine and lorry. It was traveling faster than he was, and glowing sparks were coming out of the funnel. The next time he saw the vehicle it was on fire.

J. W. Hartley, consulting engineer, practicing at Stoke, said the Foden engine was a good one, and had an adaptation for preventing an undue display of sparks. He suggested that in an engine which had run on a long journey, the smoke-box in all probability would have an accumulation of cinders, and these cinders would throw out even in a well-protected type of engine. The witness produced a sketch to illustrate his contention.

SMOKE-BOX HAD BEEN CLEANED

Mr. Edwards was again recalled, and said that the smoke-box was cleaned out at the same time that the bars were cleaned. They would not work without being cleaned out twice a day. Stanworth was also recalled and, in answer to his Honor, said there was nothing in the firebox when they started. Witness cleaned it out. There was no collection of cinders.

Mr. Wylie addressed the court on the question of negligence. He maintained that if his Honor could not make up his mind as to what the cause of the fire was, he was entitled to judgment. Assuming that his Honor came to the decision that there were no sparks, or that the fire was not caused by sparks, then he submitted that if the three men in charge had been paying proper attention, and had discovered the fire at the proper time—

The Judge: "There is no evidence at all that they failed to discover the fire."

Mr. Wylie proceeded to ask what there was to cause the fire but the sparks.

The Judge remarked that if there were no other possible cause, it must have been that one.

Mr. Wylie said he did not think he could argue that the defendants were in the position of insurers. He repeated his suggestion that the men in charge were going merrily along the road, and not paying particular attention to what was happening, until they smelt smoke, and that if they had been keeping a proper lookout—

The Judge: "You are driven to say there were sparks, and that they were falling upon the tarpaulin, which was set on fire. The evidence is against you."

Mr. Wylie continued by saying that if sparks had been noticed, then the precaution would have been taken earlier to see that there was no fire in the vehicle.

Mr. Pritt, on whom the onus was put to prove diligence, maintained that it was not incumbent upon him to show how the fire happened. However the fire happened, he could claim a verdict, because he could prove diligence.

The Judge: "And that you did your duty?"

Mr. Pritt: "Yes."

The Judge: "Then if you did your duty, you are not responsible."

A CASE OF GREAT IMPORTANCE

The Judge summed up at some length. He remarked that this was an interesting, and in one sense, an important case. It was at the same time an altogether unfortunate case. Property had been destroyed, and the law put upon him the duty of deciding who had to bear the loss. The defendants advertised that they would take advance luggage for payment, but that they would run only on the condition that they received sufficient luggage to make it worth while. That fact conclusively showed that the defendants were not what are called common carriers. If they had been common carriers, like the railways and canals, they would have been insurers of the goods carried and would have been responsible if goods entrusted to them were destroyed. Why that legality should be put upon the common carrier, and not upon the person who did the same thing on one definite occasion, he (the judge) did not know.

The law, however, was clear. It was said there was another principle of law: That where property was given

by one person to another for reward and that person did not deliver it, the onus was upon him to show why he did not do so. In that case, the defendants said they could not return the goods because they had been burned. That was admitted. He (the judge) had great doubts whether there were any sparks at all. He was very sorry for the plaintiffs. If he could have made the defendants liable, he would have done so but he could not. He must give judgment for the defendants.

Seattle Trucks Tendered to Nation

If a United States army goes into service, back of the firing line, bringing food and ammunition to the battling soldiers, there will be motor trucks and teams from Seattle, according to a resolution passed by members of the Team Owners' Association of Seattle, Inc.

The resolution is as follows:

"Whereas, a declaration of war on the part of our country seems imminent; and

"Whereas, the Team Owners' Association of Seattle, Inc., is desirous in any such event, of rendering to the United States and to the State of Washington any and all assistance in its power by pledging the use of all auto trucks, teams, wagons and equipment of its members;

"Now, therefore, it is unanimously resolved by said Team Owners' Association of Seattle, Inc., that it hereby tenders to the United States Government the use of all the auto trucks, teams, wagons and equipment of its members in the event that the Government shall desire any and all of the same; and

"Be it further resolved, that in order to make this tender effective, it be made to the United States Government through the Honorable Ernest Lister, Governor of the State of Washington, to whom a copy of this resolution shall be at once sent.

"(Signed)

"TEAM OWNERS ASSOCIATION OF

SEATTLE, INC.

"E. H. Stormfeltz, Sec."

New Demurrage Scale Agreed Upon

In conformity with the understanding with the Interstate Commerce Commission, the demurrage charges applied after the expiration of free time and until the car is released—\$1 for the first day, \$2 for the second day, \$3 for the third day, and \$5 for the fourth and each succeeding day—are to expire on April 30.

The carriers believe there is necessity for a continuation of a higher scale of demurrage charges than the scale applied under normal conditions, and that an incentive should ever be before the shipper or receiver to bring about the prompt release of cars, especially under present conditions, with an acute car shortage throughout the country.

As the result of several joint conferences between a committee from the American Railway Association and a committee representing the National Industrial Traffic

League on behalf of the shipping interests, of which committee J. C. Lincoln, Traffic Manager of the New York Merchants' Association, is a member, a joint recommendation was made that the Demurrage Rule effective from May 1 be as follows:

"Rule 7—Demurrage Charge—After the expiration of free time allowed, the following charges per car per day or fraction of a day, will be made until car is released:

"SECTION A—On cars not subject to Rule 9—Average Agreement.

1. \$2 for each of the first five days; \$5 for the sixth and each succeeding day.

2. Where track storage charges are in effect, the demurrage charges named in Paragraph 1 will also apply, except that the demurrage charge shall not exceed a sum which added to the track storage charge, amounts to \$3 for each of the first 3 days, or \$5 for each succeeding day.

"SECTION B—On cars subject to Rule 9—Average Agreement—(see Rule 9 for charges).

"When a shipper or receiver enters into the following agreement, the charge for detention to cars, on all cars held for loading or unloading by such shipper or receiver, shall be computed on the basis of the average time of detention to all such cars released during each calendar month, such average detention and charge to be computed as follows:

"Section A—One (1) credit will be allowed for each car released within the first 24 hours of free time (except for a car subject to Rule 2, Section B, Paragraph 5).

"After the expiration of the free time, one (1) debit per car per day or fraction of a day will be charged for the first five (5) days.

"In no case shall more than one (1) credit be allowed on any one car, and in no case shall more than five (5) credits be applied in cancellation of debits accruing on any one car. When a car has accrued five (5) debits a charge of \$5 per car per day or fraction of a day, will be made for all subsequent detention, including Sundays and legal holidays.

"Section B—At the end of the calendar month the total number of credits will be deducted from the total number of debits and \$2 per debit charged for the remainder. If the credits equal or exceed the debits, no charge will be made for the detention of the cars and no payment will be made to shippers or receivers on account of such excess of credits, nor shall the credits in excess of the debits of any one month be considered in computing the average detention for another month.

"Section C—A shipper or receiver who elects to take advantage of this average agreement shall not be entitled to cancellation or refund of demurrage charges under Section A, Paragraphs 1 and 3, or Section B of Rule 8.

"Section D—A shipper or receiver who elects to take advantage of this average agreement may be required to give sufficient security to the carrier for the payment of balances against him at the end of each month."

Michigan Considering Ideal Road Law

A bill to regulate the weight, weight per inch of tire-speed, size and load distribution of all vehicles, including motor trucks, has been prepared for the Michigan legislature which, with certain amendments, should be a model for other states which wish to enact motor truck legislation. It gives all classes of vehicle a square deal; it is based on sane engineering knowledge, and it provides reasonable penalties and a section to insure its enforcement.

The salient features are that it applies to all vehicles, horse and motor alike, exempting motor buses, farm machinery and road-building appliances. It limits the gross weight to fifteen tons, the rear axle weight to 75 per cent of that amount, the wheel track to seventy-five inches, the total width to eight feet, and the total height to twelve and one-half feet. The speed limits are reasonable, yet not too liberal, that for a five-tonner being fourteen miles per hour if provided with thirty-six-inch wheels.

Unusual requirements are that according to the wording of Section 8, the rear axle may not sustain more than three-quarters of the gross load. Improved roads in bad condition may be protected by posting signs restricting the weight to half that ordinarily allowed. It permits the use of chains but makes the user liable for any damage done to so-called improved roads regardless of their condition. Trucks are required to carry plates stating the wheel height, the tire width, the wheel track, the weight of the vehicle and the carrying capacity.

In the schedule of tire loads, horse vehicles are restricted to 600 lbs. per inch of width, motor vehicles approximately to 800 lbs., or the normal supporting capacity of rubber tires, which are practically required in the bill.

One fault in the bill is that in the schedule of allowable weights, single tires only up to seven inches in width are taken into account. The allowable speed on a single tire is slightly higher than that on a dual, quite rightfully, but no allowance is made for the man with a ten, twelve or fourteen-inch single tire.

The bill is now under consideration by the legislature and was prepared by the State Highway Department of that state. From a careful reading of its provisions, it is evident that it is the best bill regulating commercial vehicles so far given consideration, and if passed would serve as a very useful model for similar legislation in other states. The bill follows:

THE PEOPLE OF THE STATE OF MICHIGAN ENACT:

"Section 1.—It shall be unlawful to operate any vehicle upon the public highways of this state, the gross weight of which exceeds fifteen tons.

"Section 2.—It shall be unlawful to operate any vehicle, except motor-driven vehicles, upon the highways of

this state, the gross weight per inch width of tire of which exceeds 600 pounds.

"Section 3.—In case a vehicle is equipped with a braking device said brakes shall be of a friction type and not of a type that will cause a deadlock of the wheels when applied.

"Section 4.—No motor trucks or trailers, hereafter operating upon the public highways of the state shall have a gauge of more than seventy-five inches measured from center of tire to center of tire, and shall not be more than ninety-six inches wide over all nor over twelve feet six inches in height.

"Section 5.—No motor trucks or trailers, hereafter operating upon the public highways of this state shall be equipped with driving wheels the tires of which are of metal that may come in contact with the surface of the road or which have a partial contact of the metal with the surface of the road, except where chains or other non-skidding devices are used; Provided, That should any improved highway be damaged by the use of chains or other non-skidding devices, the person, company or corporation owning or operating such vehicle, shall be liable to arrest and penalties as hereinafter provided.

"Section 6.—The following limits of sizes, weights and speeds of motor trucks and trailers shall be effective within this state for use upon the public highways:

SCHEDULE FOR THE REGULATION OF MOTOR TRUCKS AND TRAILERS UPON THE HIGHWAYS

Table for a Wheel 32 In. in Diameter

Size of Tire in Inches	Single Tire		Double Tire	
	Maximum Wheel Load in Pounds	Miles per Hour	Maximum Wheel Load in Pounds	Miles per Hour
2	700	20	1,400	18
2½	900	20	1,800	18
3	1,200	20	2,400	18
3½	1,600	20	3,200	16
4	1,900	18	3,800	14
5	2,200	16	4,400	13
6	2,700	14	5,400	12
7	3,200	12	6,400	10

For a 34-inch wheel, multiply the above max. wheel load figures by 1.1.

For a 36-inch wheel, multiply the above max. wheel load figures by 1.2.

For a 38-inch wheel, multiply the above max. wheel load figures by 1.3.

For a 40-inch wheel, multiply the above max. wheel load figures by 1.4.

For a 42-inch wheel, multiply the above max. wheel load figures by 1.5.

For a 44-inch wheel, multiply the above max. wheel load figures by 1.6.

"Section 7.—All motor trucks or trailers, now operating or hereinafter placed in operation, upon the public highways of this state shall have placed upon them information relative to their height of wheel, width of tire, gauge, width over all, weight, and carrying capacity. This information shall be conspicuously placed on the vehicle.

"Section 8.—On the rear axle three-quarters of the gross weight of a motor truck or trailer and its respective carrying capacity must be within the limits of the schedule of the respective diameters of wheel, size of tire, and speed per mile, as shown in the schedule under Section 6 of this act.

"Section 9.—The front axle shall carry the remainder of the weight of a motor truck or trailer and load combined, and must be within the limits of the schedule for single tires under Section 6, this act.

"Section 10.—This act shall apply to motor trucks or trailers used as buses for carrying passengers.

"Section 11.—This act shall not apply to farm implements or machinery used in road construction.

"Section 12.—The size of tire and height of wheel shall be taken as that size printed upon tire by the manufacturer.

"Section 13.—Providing, That when a truck is hauling a trailer, the speed shall be governed by the vehicle having the lowest mile per hour rating.

"Section 14.—During the months of March, April and May if, by reason of the thawing of frost or rains, the roads are in soft condition, the maximum carrying capacity of tires on all vehicles shall be limited to one-half the carrying capacity of tires as provided in this act. If at any other time any county, district, or township highway commissioner deems it necessary by reason of the soft condition of the roads to put the provisions of this act in force, he shall post notices on all improved highways to such effect, along with a copy of this section of this act.

"Section 15.—Any person, firm or corporation which moves or causes to be moved any vehicle over or along the public highways contrary to the provisions of this act is guilty of a misdemeanor, and on conviction thereof before a justice of the peace or other court having competent jurisdiction shall be subject for each offense to a fine of not less than \$5 or more than \$50, or imprisonment in the county jail for not to exceed 30 days, or both fine and imprisonment, at the discretion of the court; Provided, That the provisions of this act shall not apply to the moving of any vehicle for which a permit has been granted by the highway officials having jurisdiction. Any permit so given shall state all conditions thereto, shall be in writing, and shall have effect not longer than 30 days from the date issued.

"Section 16.—It shall be the duty of the sheriff of each county to cause to be made as his deputies all county, district, and township highway commissioners and other where necessary, and these deputies shall have power to

arrest on sight or upon a warrant any person having violated any provisions of this act. Any such deputy who shall wilfully disregard enforcing the provisions of this act shall be guilty of neglect of duty."

A Carrier Must Separate the Goods of Different Consignees

NEW YORK, April 11, 1917.—We had some 350 tons of merchandise arrive on a vessel; received word from the owners that the goods were ready for delivery; employed a lighter and sent it to the dock to obtain the goods. Then it was found that the goods on dock were not wholly ours, but other people's, our goods only being on the front where they could get at them. The discharge was very slow, probably only about 100 tons a day of an entire cargo of 2,000 tons, and our lighter people stayed at the dock until the completion of delivery, sending us a bill for \$200, which we have paid; but the steamship people refused to pay, claiming that the fault is ours or that of the lighter people. What is the duty of the steamship people in this respect? Bill of lading says practically nothing in regard to the matter, except that we shall take the goods away immediately and the steamer shall unload with all due diligence and care.

J. W. C.

Reply.—It is the duty of a carrier to separate and set apart the goods of a consignee when tendering delivery to him. The carrier, in other words, is not entitled to point out a large mass of goods of various ownerships and require each consignee to select his own. The separation must be made by the carrier and the goods of each consignee must be tendered separate and distinct from all others.

Some Purposes of An Organization

In spite of anything to the contrary the V. O. A. was organized for the purpose of bettering conditions in the business of moving household goods.

Despite the lies of our antagonists, the attacks of the shyster van owners and the doubts of the rest, the association still lives and has a creed that any business organization might well be proud of.

What an organization we should be—what an aid to the business at large, if we had the hearty support of van owners generally and with such support, set our minds on the following:

1—To obtain full information of the conditions regarding moving household goods.

2—To promote the frequent interchange of ideas among its members in reference to our business.

3—To bring about a standard of service and earn the confidence of the public.

4—To establish cordial relations amongst van owners and take the sting from competition.

5—To remove false impressions and incorrect ideas regarding competitors.

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6—To spread real information to our members regarding costs of operation, etc.

7—To promote honesty in competition.

8—To aid in the establishing of fair competition based on existing conditions.

9—To aid in the enactment of laws that are fair to our business.

10—To oppose legislation that is unfair and inimical to our interests.

11—To prohibit dishonest advertising and unfair methods toward patrons.

12—To aid the smaller man by all fair means to place his business on a more substantial and more profitable basis.

All this and more, much more, could be accomplished with the real support of those who really should be interested.—*The Van Owner.*

A Storage Claim Arises Only from Contract Express or Implied

PHILADELPHIA, PA., March 24, 1917.—A shipper shipped me a small package of goods 18 months ago and failed to notify me. The railroad company placed them in storage and I refused to take them out. The storage company now sends me a bill for more than ten times their value. Can they collect from me for this 18 months' storage?

M. F.

Reply.—There is no contract between our correspondent and the storage company in this case under which the latter may compel the former to pay storage upon the goods. If the consignee does not choose to take the goods, and if he is bound by no contract of storage, he cannot be held upon the storage claim. The storage company may be in position to make a valid claim against the person storing the goods. It certainly cannot sustain a claim against one with whom it has no contract and who declines to accept the shipment.

Extent of a Forwarder's Liability

NEW YORK, April 12, 1917.—We shipped seven cases of goods to a New York forwarder, who was to arrange all the details regarding these goods, consisting of picking them up at the incoming point, storing them if necessary and contracting space and delivering to steamship lines and in turn sending us their bills of lading with their bill for charges, among which, of course, is included trucking. These goods were consigned on a railroad bill of lading direct to the forwarder and the bill of lading turned over to them. We made no verbal or written contract with them with regard to their services, they acting as "forwarders." We sent them our export shipping instructions, outlining to whom the goods were to be forwarded and giving the necessary details, etc. When these seven cases arrived in New York (these are

seven out of very many more) they were picked up by this forwarder's truckman, and we at that time thought that it was his own truck, as on his acknowledgements he claims to operate a large number of trucks. These cases were ordered for delivery to a boat, but were never received by the steamship company. The truckman claims that he delivered the seven cases, but did not obtain the dock receipt. We have asked the forwarder for bills of lading, but they could not receive same from the steamship company, as their records showed no receipt of the goods. We have given them ample time to locate the goods and also employed an adjuster ourselves, but the goods have not been located anywhere. We can come to no amicable conclusion with the forwarder, and he has told us that the only way for us to recover would be to bring suit and he in turn would bring in this truckman that he employed as co-defendant. Is it your opinion that he can disclaim his liability, saying that he was acting only as our agent and as such used his best judgment in employing this truckman?

SHIPPERS.

Reply.—The forwarder in this case undertook to render a specific service and made himself responsible for it. Of course he could not go out and attend to the whole matter himself. It was necessary that he should employ various agents and helpers. These, however, were his own agents and helpers. He had undertaken to perform the service, and he was responsible precisely as if he had attempted to attend to all of it in his own person. He makes such contracts as he may choose to make with his own assistants, holding them responsible to him. Meanwhile he is held to a strict accountability to the person whose goods he has undertaken to forward.

Losses Ensure in Connection with Storage of Baled Cotton

The facilities for the storage of cotton in the Imperial Valley of California are very poor and limited. This is probably due to the fact that the cotton industry in that locality is in its youth, and also to the small percentage of rainfall, which averages about two and one-half inches annually. Many of the growers in the Valley assume that cotton can be laid on the ground and left there without deterioration until the prospective purchaser is ready to move it to the compress for compression and shipment. This assumption is not justified, for during the past year cotton which has been exposed has been damaged as much in this section because of negligence on the part of the grower as it is damaged in the South where the rainfall is heavy and cotton is left unprotected on the ground.

According to the present practice in the Imperial Valley, after the cotton is baled at the gin it is thrown out on the gin yard without the precaution of placing dunnage underneath in order to allow free circulation of the air on the lower side of the bales. When it is removed to the yard of the local warehouse the bales receive no

better care, but are placed on end on the bare ground, where they remain unprotected until they are sent to the compress. Fortunately the cotton does not remain very long either in the gin yard or in the warehouse yard, but during the unusual weather conditions that prevailed during the marketing season of 1914-15, when the demand for cotton was poor and prices were correspondingly low, the grower was forced to carry over some of his crop until the fall of 1915, much of the cotton was "docked" or penalized from five to twenty pounds per bale on account of country damage; that is, much rotten or damaged cotton was picked off each bale before the bale was sold. This loss was attributable directly to the practice of storing the bales on the bare ground at the gin and in the warehouse yard. Country damage occurs on the farms, in the gin yards, warehouse yards, and the compress yards, or wherever the bales are left standing or lying on damp or wet ground. There was an unusual amount of rainfall during the season mentioned, but if the bales had been placed on Dunnage there would have been no damage to the cotton. Even though the ground may appear to be dry, there is always enough dampness from it to injure the fibres.

There is a clause in the marine insurance policies that covers country damage, and this cost for insuring the shipper's cotton against loss by country damage is charged back directly to the grower, inasmuch as the shipper calculates the cost of insurance and deducts it from the price to be paid to the cotton grower.

Sheds are not absolutely necessary in the Imperial Valley, as the rainfall is not sufficient to do any great amount of damage, provided the bales are on Dunnage and are rolled over after a rain so they may dry out on all sides. Of course, sheds would prevent a certain amount of loss in weight by protecting the cotton from the sun. For its weight and size a bale of cotton is the most valuable farm product grown in the Valley and therefore is entitled to great care.

Jersey Public Service Report on Hudson Vehicular Tunnels

If, within a reasonable time, the city of New York and the northern counties of New Jersey do not combine to give the public free vehicular tunnels under the Hudson river the Public Service Corporation of New Jersey will take steps to construct private tunnels for the use of which toll will be charged. This announcement was made by Thomas N. McCarter, president of Public Service, at the Board of Trade dinner on Wednesday night. Mr. McCarter made it plain that his company did not intend to extend its tracks under the river nor did it expect to reap a profit from ownership of the tunnels except incidentally. This profit would come from the enormous development in all the adjacent territory that he felt certain would follow the opening of vehicular tunnel traffic between New Jersey and New York.

So strongly are Mr. McCarter and his fellow directors of Public Service impressed with the advantages that would accrue to the whole northeastern part of New Jersey from tunnel connection with New York that at a cost of \$75,000 they have employed the best engineering skill in the country to make a thorough investigation as to the cost, the feasibility and the character of vehicular tunnels. This investigation has been going on for more than a year and included the sending of experts abroad to study the construction and the maintenance of the tunnels under the Thames. All the results of this investigation have been collected and printed in a volume of nearly 150 pages, profusely illustrated with cuts and diagrams and accompanied by numerous maps. It also presents elaborate tables of cost estimates, both of construction and maintenance. The conclusions reached were broadly outlined by Mr. McCarter on Wednesday night before about 400 members of the Board of Trade, who unanimously endorsed his recommendations of free tunnels constructed at the public expense.

Speeches supporting Mr. McCarter were made by Warren H. Noyes of Tenafly, president of the New Jersey Bridge and Tunnel Commission, and by Calvin Tompkins, former dock commissioner of New York City, while T. A. Davies, engineer of the New Jersey Commission, showed lantern slides of the London tunnels and of freight and traffic congestion scenes in New York City, and explained how this would be relieved by vehicular tunnels.

A Carrier Must Give Correct Information

NEW YORK, April 2, 1917.—A railroad, on A's order, gives him car Wabash 123,456, which he loads and for which he sends a bill of lading. The shipping clerk of the railroad partly corrects the bill of lading so as to read Wabash 123,458 instead of 123,456. A accordingly changes his records and advises the consignee B of the shipment. After three months B fails to receive the car and A starts tracer resulting in the location of a car outside B's mill corresponding in every detail to A's shipment, but differing as to number in that the stenciled number on car was Wabash 23,458 and not Wabash 123,458 as advised by railroad. B deferred unloading the car on this account and car service amounting to \$125 accrued on the car for which B charges A. Can A recover from the railroad? Is it not up to the shipping clerk of a railroad to see that the number on a bill of lading is identical with the number on the car? The railroad records for this shipment show the number Wabash 123,458. The Wabash Railroad advises that they have no open car of this type numbered above 75,000. J. D.

Reply.—The railroad company is liable for the delay in this case. It is the duty of a carrier to inform the consignee correctly as to the place in which his goods may be found. Until such information has been given the road remains liable; and for a failure to give correct information it is likewise liable.

News From Everywhere Briefly Told

ATLANTA, GA.

Cathcart Transfer & Storage Co.

Moves, Stores, Packs, Ships
Household Goods Exclusively
Office and Warehouse
6-8 Madison Ave.

BOISE, IDAHO

Peasley Transfer & Storage Co.

STORAGE, TRANSFER AND
FORWARDING

9th and Grove Sts., Boise, Idaho

BOSTON, MASS.

Winter Hill Storehouse

Storing, packing and shipping
household goods and merchandise

176 WALNUT ST., SOMERVILLE
BOSTON, MASS.

BUFFALO, N. Y.

Buffalo Storage and Carting Co.

STORAGE, TRANSFER
AND FORWARDING

Warehouse on New York Central Tracks

O. J. Glenn & Son

Everything in the Line of Moving,
Carting, Packing, Storage

Office, 47 W. Swan Street
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce

GENERAL CARTAGE & STORAGE
Transferring Car Loads a Specialty

CANTON, O.

Cummins Storage Company

310 East Ninth Street

STORAGE, DRYING, PACKING AND
FREIGHT HANDLING A SPECIALTY
Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on
Household Goods, Automobiles and
Machinery

General Offices, 805 Bedford Bldg., Chicago
New York, Boston, Buffalo, Cincinnati

Los Angeles Harbor Warehouse Co. has been granted permission by the State Railroad Commission to issue 566 shares of capital stock at \$100 per share and promissory notes for \$33,000, the latter being secured by mortgage upon its properties. The stock is to cancel a similar amount previously issued. The company owns two warehouses at Wilmington, Cal.

J. P. Duckworth has retired from the Lakeview Transfer Co., Lakeview, Ore., having sold his interest to D. C. Schminck, E. C. Ahlstrom and H. A. Funk. J. S. Fuller remains as manager of the company, whose offices have been moved to the building formerly occupied by the Mutual Realty & Insurance Co.

Robinson Bros. Transfer & Storage Co., Glendale, Cal., is putting up a new building on Brand boulevard near Colorado avenue. The structure will be fireproof, 50 by 75 feet, two stories high.

Coastwise Warehouses, Inc., New York City, has leased the two largest buildings in the wholesale grocery district, having a combined floor area of about 175,000 square feet. The buildings rented are six-story structures on Beach and Greenwich streets.

White Line Storage & Transfer Co. has been incorporated for \$50,000 to do business at New Britain, Conn. The incorporators are J. J. Kraus, N. H. Gold and H. C. Max, all of New Britain.

Missoula Mercantile Co. buildings at Missoula, Mont., were destroyed by fire on February 11.

John Anthieny, Jr., has sold his draying and transfer business at Newman, Cal., to Henry Stanzig.

Little & Fountain is the name of a new firm composed of Robert Little and Harold Fountain at Banning, Cal. The new concern has purchased the transfer business formerly carried on by the Banning Garage.

City Van & Storage Co., Long Beach, Cal., has secured a long-time lease on the large storeroom at 144 Pacific avenue, and will remove its offices from 134 W. Broadway to that address shortly. The City company has grown from a business of a single horse and wagon 10 years ago to a company with six motor trucks and ten horse-drawn vehicles, employing twenty-five men, and having a large fireproof warehouse covering the block at Fifth street and Golden avenue.

J. S. Orr and L. V. Green, partners for over a year in the El Segundo Transfer Co., El Segundo, Cal., have dissolved partnership. Mr. Orr will continue the business.

E. M. Loomis, Azusa, Cal., has moved his transfer office from his home to the Barnes Real Estate office at 720½ Azusa avenue.

CHICAGO, ILL.

JUDSON

Freight Forwarding Co.

Reduced Freight Rates on Household Goods and Automobiles to and from the West

Offices:

CHICAGO, 443 Marquette Building
BOSTON, 640 Old South Building
NEW YORK, 324 Whitehall Building
PITTSBURG, 435 Oliver Building
ST. LOUIS, 1501 Wright Building
SAN FRANCISCO, 855 Monadnock Bldg.
LOS ANGELES, 518 Central Building

CLARKSBURG, WEST VA.

Central Storage Company

STORAGE, PACKING, SHIPPING

Special facilities for distributing car lots
Mdse. to Central part of West Virginia

CINCINNATI, OHIO

"STACEY FIRST"

for

STORAGE, HAULING, PACKING, SHIPPING

Fireproof and Non-Fireproof
Buildings

Service Guaranteed
Correspondence Solicited

The Wm. Stacey Storage Co.

2333-39 Gilbert Ave. Cincinnati, Ohio

CLEVELAND, OHIO

THE LINCOLN FIREPROOF STORAGE CO.

5700 EUCLID AVENUE

5 MODERN WAREHOUSES
15 AUTOMOBILE MOVING VANS

Service and Satisfaction Guaranteed
Cleveland, Ohio

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.

Modern Fireproof Buildings
Service Complete
Carload Cons. Solicited

DAVENPORT, IOWA**EWERT & RICHTER EXPRESS & STORAGE CO.***Fireproof Storage Warehouses on Track*Storage, Distributing, Hauling,
Pool Cars, Auto Storage**Handle Merchandise and Household Goods**
Best Service, Correspondence Solicited**DENVER, COL.****THE WEICKER TRANSFER AND STORAGE CO.**

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track
1447 to 51 Wynkoop StreetStorage of Merchandise and Household Goods
Distribution of Car Lots a Specialty**DES MOINES, IOWA****Merchants Transfer & Storage Company****WAREHOUSEMEN AND FORWARDERS**

General Offices - - - - 9th and Mulberry Sts.

EL PASO, TEX.**WESTERN TRANSFER & STORAGE COMPANY**

220-26 S. STANTON ST.

Forwarders and Distributors—Trucking of all kinds—
Distribution Cars a specialty. Warehouse
on Track**ONLY FIREPROOF STORAGE IN EL PASO****ERIE, PA.****The Erie Storage & Carting Company****Packers of Pianos and Household Goods, Storage,
Carting and Parcel Delivery**

Warehouse Siding, switching to all lines

FORT WAYNE, IND.**Brown Trucking Company****MOVING, CARTING, STORAGE
AND DISTRIBUTING**

125 West Columbia Street

FORT WORTH, TEX.**Binyon-O'Keefe Fireproof Storage Co.**

265-7 West Fifteenth Street

Receivers and Forwarders of Merchandise
Furniture Stored, Packed and Moved

Handling "Pool" Cars a Specialty

Ward Transfer Co., South Bend, Ind., has been purchased by George H. Brown, proprietor of the Brown Taxicab Co. The offices of the Ward company will be continued on N. Main street for the present but will later be moved to 306 N. Michigan street.

Boon & Ray Co. has been formed to carry on a general transfer and storage business at Sacramento, Cal. The company will occupy the remodeled Mikle theatre in Oak Park as a warehouse.

Wood Bros. Express Co., Arlington, Mass., stable and garage were damaged by fire on March 11 to the extent of \$10,000. The building was on Water street.

H. E. Fleischer, 2157 N. Bronson street, Los Angeles, Cal., has purchased the Chamberlain Express & Transfer Co. business.

Storage, Transfer & Supply Co., Niles, Ohio, has increased its capital stock from \$50,000 to \$125,000.

Lynn Storage Warehouse Co. plant at Lynn, Mass., was slightly scorched by flames when a fire destroyed an adjoining building on February 22.

Livingstone Warehouse & Van Co., Chicago, Ill., was a fire sufferer on February 27, when household goods stored in their warehouse at 812 N. Wells street were destroyed. The damage is estimated at \$10,000.

L. W. Childress, president of the Columbia Transfer Co., St. Louis, Mo., has been elected first vice-president of the Traffic Club of St. Louis.

Western Distributors, Ltd., Saskatoon, Canada, will have a new fireproof warehouse erected within the next few weeks. The building will be 100 by 60 with a 70-foot loading platform.

Cotter Transfer & Storage Co., new fireproof building Mansfield, Ohio, housed Mansfield's annual automobile show this year. Owing to the popularity of the automobile show this was an ideal opening of the new structure as it gave many people an insight into the building who otherwise would not have seen it until they actually had need for the services of the Cotter company. The new Cotter building contains 18,000 square feet of floor space, and is modern in every respect. It is well designed and makes an attractive building.

Terminal Store No. 23, of the Terminal Warehouse Co., Twenty-seventh street and Eleventh avenue, New York City, damaged by fire on March 19, was insured to the extent of \$65,000.

McGann Warehouse Co., Newark, N. J., has leased the property at 140-146 Front street, comprising a plot having a frontage of 100 feet on Front street and a depth of 82 feet to Center alley. The McGann company now occupies the old Ballantine Malt House in Newark as a warehouse, and has leased the Front street building in order to gain additional space necessitated by increased business.

South Texas Furniture & Storage Co. has recently been incorporated to engage in business in Houston, Tex. The capital is \$9,000.

HARTFORD, CONN.**The Bill Brothers Company****TRANSFER & STORAGE**

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. **STORAGE WAREHOUSES** with separate apartments for Household Goods and Railroad Siding for Carload Shipments

The ROGER SHERMAN TRANSFER CO.
LOCAL AND LONG DISTANCE MOVING

PACKING STORAG

HELENA, MONT.**Benson, Carpenter & Co.****RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse

HANDLING "POOL" CARS A SPECIALTY
Trackage Facilities**HOUSTON, TEX.****WESTHEIMER WAREHOUSE COMPANY****STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE****LIGHT AND HEAVY TRUCKING OF ALL KINDS**Office and Stables, rear 83 Mechanic Street
Residence, 147 Whitney Street**MANSFIELD, O.****COTTER TRANSFER & STORAGE Company****GENERAL HAULING & STORAGE****MINNEAPOLIS, MINN.****Cameron Transfer & Storage Company**

420 Second Ave. So.

Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods
Fireproof Storage

MONTREAL, CANADA**Meldrum Brothers, Limited**

Cartage Contractors

Established 1857

Office, 32 Wellington Street

Unexcelled facilities for the teaming of car load
steamship importations and heavy merchandise

May, 1917

TRANSFER and STORAGE

43

NEW LONDON, CONN.

B. B. Gardner Storage Co., Inc.
18 BLACKHALL STREET

PIANO AND FURNITURE
PACKER, MOVER & SHIPPER

Safe Mover—Freight and Baggage Transfer,
STORAGE

NEW YORK CITY

Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES

Storage for Household Effects,
Automobiles, Etc.
1360-62 Webster Ave., near 170th Street

The Meade Transfer Company

General Freight Forwarders

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
Main Office, P. R. R. Pier 1 N. R.

NIAGARA FALLS, N. Y.

WILLIAM YOUNG
TRANSFER AND STORAGE OF
HOUSEHOLD GOODS
Machinery and Safe Moving a Specialty

"Unexcelled SERVICE"

OIL CITY, PA.

Carnahan Transfer & Storage
Company
STORAGE AND PACKING

PARKERSBURG, W. VA.

Parkersburg Transfer &
Storage Co.

101-113 ANN STREET

Distributing and Forwarding Agents
Track in Building

PITTSBURGH, PA.

H O E V E L E R
Warehouse Company
Movers and Storers

4073-4075 Liberty Ave., Pittsburgh, Pa.

Baltimore & Ohio Railroad Co. is planning a terminal warehouse on Duquesne Way, Pittsburgh, Pa., between Ninth street and Garrison Way.

Eldredge Express & Storage Co., Atlantic City, N. J., has been incorporated for \$125,000.

The Skellet Co., Minneapolis, Minn., has recently completed its new ten-story fireproof warehouse and it will be ready for occupancy on June 1. The building is located at 243 Sixth avenue, South. Two tracks run the whole length of the building on the outside and another track runs inside of the building. There will be covered teaming platforms the whole length of the building. The top floors will be equipped with separate compartments for household goods while the five lower floors will be open for merchandise storage.

George Heasty has entered the transfer business at Portersville, Cal.

F. Manuel, proprietor of the International Transfer Co. at Calexico, Cal., has sold a half interest to W. M. Pickens. The firm does a general transfer business between Calexico and Mexicali.

Newark Terminal Warehouses, Inc., has leased seven acres of waterfront land in the Port Newark development of Newark, N. J. Six large warehouses will be erected on the tract.

H. H. Howard of Arroyo Grande, Cal., has sold his transfer and drayage business to John Bardin and Richard Miller.

Brooklyn Warehouse & Storage Co., Brooklyn, N. Y., has re-elected president Harold T. White; vice-president Herbert L. Bridgman; treasurer J. B. Holland, and secretary Guy Du Val. A semi-annual dividend, payable April 1, from the earnings of the previous 6 months of 1½ per cent has been declared. This is an increase of 1 per cent over the previous rate.

Chambers Transfer & Storage Co., Phoenix, Ariz., is to erect a new warehouse, 100 by 138 feet, which will quadruple the present storage facilities. The new structure will be two stories high. Other improvements to be made by the company include the construction of wagon sheds and horse barns in the same block, these buildings to cover the same sized space as the new warehouse.

Flagg Storage Warehouse Co., Syracuse, N. Y., will have greatly increased facilities when the new addition, 100 by 70 feet, six stories in height, is completed. The construction will be the same as the present building, which is reinforced concrete. The firm states that increased facilities were imperatively demanded by the growth in business.

WORCESTER, MASS.

METROPOLITAN STORAGE COMPANY

Storage for Household Goods
and Merchandise

Carload Consignments Solicited

PITTSBURGH, PA.

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing
of Furniture and Pianos

GENERAL
HAULING

MURDOCH
Storage & Transfer Co.

Successor to

W. A. Hoeveler Storage Company

Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

J. O'NEIL, EXPRESS AND
STORAGE

813 W. Diamond Street, Northside

Unsurpassed Facilities for Storing
Handling, Transferring and
Forwarding Goods

PORTLAND, ME.

Chase Transfer Company

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway

Special Attention to Carload Consignment

ROCHESTER, N. Y.

ROCHESTER CARTING CO.

162-164 Andrews Street

Members New York Warehousemen's Association

Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and
Forwarding merchandise and household goods.

TWO LARGE STORAGE WAREHOUSES

We haul and erect all kinds of Machinery,
Boilers, Safes, Monuments, etc.

Blanchard Storage Company, Inc.

Arthur S. Blanchard, Pres. and Treas.

Storage Household Goods Packing Shipping
Moving Piano Moving Automobile Dead Storage
Rochester's "Chief" Rug and Carpet Cleaners

Allen and N. Washington Sts.

Bell Phone, Main 710 Roch. Phone, Stone 606

Members New York and Illinois Furniture Ware-
housemen's Association

SPRINGFIELD, MASS.

Central Storage Warehouse

STORAGE AND DISTRIBUTING
PACKING, CARTING, SHIPPING

ST. LOUIS, MO.

Columbia Transfer Company

Special attention given to the
distribution of carload freight

Depots:

St. Louis, Mo., and East St. Louis, Ill.

**Another Service**

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

FOR SALE

FOR SALE: \$30,000 will buy one of the best Storage and Moving concerns in one of the largest Western cities. Modern Fireproof building, about 55,000 square feet. Storage on hand \$8,000 to \$10,000. Equipment valued at about \$10,000. Ill health reason for selling. Address "WEST", care of TRANSFER and STORAGE, 35 West 39th Street, New York City

Mar—3t

FOR SALE: Will sell an old established transfer business equipped with 12 horses, 2 one-ton trucks and 2 two-ton trucks. Doing a good business in a growing Eastern Pennsylvania city. Proposition worth investigation. Will sell at a sacrifice if sold at once. Reason and particulars upon application. Address Box 122 P, care TRANSFER & STORAGE, 35 West 39th St., New York City. Mar—3t

FOR SALE: A first-class storage and transfer business. In fireproof building. Doing good business. Owner wishes to retire. Address Texas Storage Company, Beaumont, Texas.

Apr.—3t

FOR SALE: An old established, live and active freight transfer and trucking business. Incorporated. Business averages \$4,000 a month. City of 40,000. Work 40 to 50 horses and two motor trucks. Ownerwishes to retire. Price \$25,000 cash. Address Opportunity, Box 127, care TRANSFER and STORAGE, 35 W. 39th St., New York City.

Apr.—3t

WANTED

WANTED: Energetic, competent young warehouseman to take charge of up-to-date warehouse and business with view to large development. Address Lock Box 604, Reading, Penna.

Mar—3t

WANTED: Position as manager of Warehouse. Have had experience in both Commercial and Household Storage. Am at present engaged as manager of the largest Household Storage Warehouse in a city of 100,000 population; having acted in this capacity for the past five years. Satisfactory reference as to character and ability. Address Box 128, care TRANSFER and STORAGE, 35 W. 39th St., New York, N. Y.

Apr.—3t

POSITION WANTED: As manager of household goods warehouse business. Have had wide experience with progressive firms in New England. Address Box 130, TRANSFER and STORAGE, 37 W. 39th St., New York, N.Y.

Apr.—3t

WANTED: Position as Manager or Superintendent of a Transfer and Storage business. Have had ten years' experience in packing, shipping and storing of household goods and merchandise, and can give best of references. West or Middle West preferred. Address Manager, Box 126, care TRANSFER and STORAGE, 35-37 West 39th Street, New York City. Mar.—3t

POSITION VACANT—WANTED: A competent man to take charge of heavy work, erecting smokestacks and handling machinery, etc., in a city in Michigan. Steady job. Address, giving full particulars and salary expected, Rigger, Box 129, care TRANSFER and STORAGE, New York City.

Apr.—3t

POSITION WANTED: Experienced man, age thirty-five, married, sober, industrious and honest, desires position as Manager or Assistant Manager for responsible Storage Company. Nine years' experience; good talker and hustler. Will go to any city. Address, A. I. Burger, 1344 Orange St., Los Angeles, Cal.

Apr.—3t

HOUSEHOLD GOODS PACKING SPECIFICATIONS

is a book giving directions for estimating on the cost of packing household goods for shipment, published by the Illinois Furniture Warehousemen's Association after careful investigation and study.

Every Warehouseman who handles household goods should have a copy for each of his estimators, besides a copy for the office.

*The supply of this book is limited.
A copy will be sent to any address
on receipt of \$1.00. Extra copies
at \$1.00 per copy. To get your
copies you must order promptly.*

TRANSFER and STORAGE

35 West 39th Street
New York, N. Y.



FACTS MOTOR TRUCK BUYERS SHOULD KNOW

NOW that thousands of companies everywhere are replacing slow horses with speedy trucks you should learn how to judge motor truck values. Just send the coupon today for your free copies of these three big books. Each contains exceedingly important motor truck information — facts that are vital if you intend to buy motor trucks, now or in the future.

One is a complete buying manual for motor truck buyers, both experienced and inexperienced. It gives valuable suggestions for judging motor truck values — tells even how to check values of trucks made by the ten leading motor truck builders against each other and against the entire motor truck field.

Exceptional Power

All subjects are treated in an impartial manner. For the makers of Service Motor Trucks invite closest comparison with all other trucks made by the ten dominant builders. In five of the big ten engines with the wonderful power of Service. And for our rated capacities Service shows 11½ greater power than the other four. You must have this power for hill climbing—for heavy roads. So it will pay you to read these books.

20% Super-Strength

Likewise you will find that these books dispense the subject of strength in a fair, unbiased manner. For, compared with the other trucks made by the ten big manufacturers, Service offers 20% super-strength. Frame, springs, worm-drive construction — the trucks throughout are constructed with far greater strength than is ordinarily employed for trucks of their capacities. This extra strength is secured without the expense of added weight. It is due to specialized materials—specialized heat treatment—special shapes.

67% Resales

And in discussing the matter of owners' satisfaction these books do not show merely one or two exceptional cases to demonstrate our claims. We throw open our

entire sales record for your inspection. Over 60% of our entire 1915 sales were re-orders from satisfied customers—67% of 1916 production was sold to companies already operating 1 to 97 Service Motor Trucks.

Amazingly Low Cost

With extra features, added advantages which combined are not found elsewhere—Service Motor Trucks sell for less than any other of the dominant ten.

1 ton Truck.....	\$1425
1½ ton Truck.....	2100
2 ton Truck.....	2350
3½ ton Truck.....	3100
3½ ton Truck.....	3350
(Special Contractors)	
5 ton Truck.....	4150

Send Coupon

These books will make you a better motor truck buyer. They will give you facts you must know to secure the utmost value. And they are free. Send the coupon for your copies now.

Service Motor Truck Company

Main Office and Factory:
Wabash, Ind.
Dept. P-5

Service Motor Trucks are represented
in all principal cities

Chicago, Ill.	Youngstown, Ohio
New York, N. Y.	Cleveland, Ohio
Baltimore, Md.	Pittsburgh, Pa.
St. Louis, Mo.	Washington, D. C.
Louisville, Ky.	Savannah, Ga.
Omaha, Neb.	New Orleans, La.
Boston, Mass.	Hoboken, N. J.
Baltimore, Md.	Philadelphia, Pa.
Newark, N. J.	Montgomery, N. Y.
Indianapolis, Ind.	Tulsa, Okla.
Buffalo, N. Y.	Detroit, Mich.
Seattle, Wash.	Des Moines, Iowa
Milwaukee, Wis.	Knoxville, Tenn.
Bridgewater, Conn.	Memphis, Tenn.
Danbury, Conn.	Birmingham, Ala.
Baltimore, Md.	Dayton, Ohio
Columbus, Ohio	Nashville, Tenn.
Cincinnati, Ohio	South Bend, Ind.

Do You Really Know Motor Trucks?

Do you know how to judge motor truck value? Can you tell:

- how the specifications of the trucks made by the ten big motor truck builders compare with each other?
- the factors that determine economy of operation?
- the real significance of oversize motors?
- the factors that determine endurance—long life—low repairs?
- how extra strength is secured without extra weight?
- what to look for in specifications?
- the real significance of co-ordination of parts?
- what is meant by "balance"—how it affects motor trucks?

These books answer all these and scores of other important questions. They will enable you to judge motor truck values. Send for them now.

Mail Today—NOW

Service Motor Truck Co.,

Dept. P-5, Wabash, Ind.

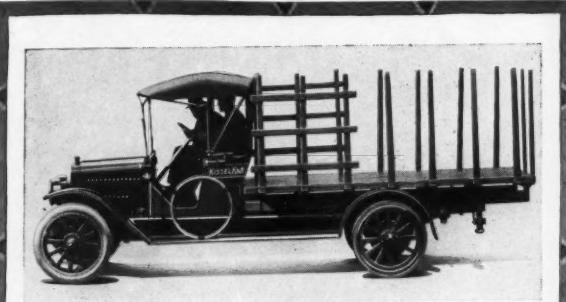
Without obligation on my part, please send me your Buying Manual and "Thirteen Pointer" for Transfer and Storage Companies, describing how to judge specifications, strength, power, endurance and working ability of motor trucks.

Name.....

City.....

State..... R. F. D.





Kissel built-in strength—in frame, axles, springs, brakes, motor and other structural parts—insures continuous performance in the transfer and storage business at all times.

This kind of truck performance for transfer and storage owners is visible evidence of the Kissel economy and service which KisselKar Trucks will give you.

No matter the amount of work, the length of hauls, the difficulties under which your trucks are loaded, or the condition of the roads, the stamina and wear that have always characterized KisselKar Trucks will enable your haulage department to be always on the job.

There is a KisselKar Truck built in the exact size that will fit your requirements. Let us send you information and data on how they are making good with other transfer and storage business. Send for specifications and photos.

Kissel Motor Car Company
Hartford, Wisconsin, U. S. A.

The matchless Kissel-built motor and perfected worm-drive rear axle are guaranteed with every KisselKar Truck.

Five sizes from the Light Delivery up. Chassis prices \$1085 to \$3750.

KisselKar Truck branches, display rooms and service stations in all principal cities and towns.

KISSELKAR TRUCKS

Design Construction Financing

Ask us about those

New Ideas

Do you need more space but find it costs too much to build now?

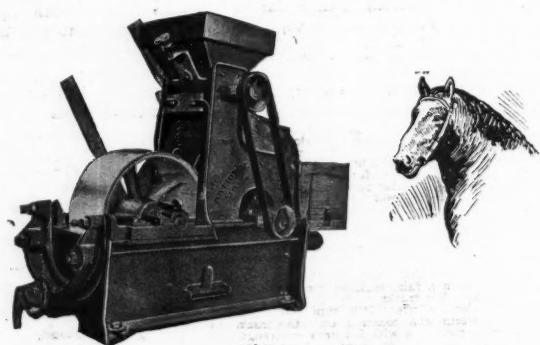
We are now building a Warehouse on which we have saved our client approximately one-third by calling his attention to a cheaper construction which meets his requirements fully. Maybe it would meet yours.

Ebert, Meseroll & Co.

Architectural Engineers

Removed to

Grand Central Terminal Building
New York



"Digestion First"

Send for "Digestion First" booklet. A work of art pointing out the road to wealth. Presenting complete records of savings by others and a list of users you know.

EXCEL MANUFACTURING CO.
POTTERSVILLE, NEW JERSEY

Makers of the National Oat Crusher



Rap 'em Good — and Wrap 'em Right!

Insure a safe journey for furniture over the roughest city or country roads in wagon or auto truck and prevent scratching, denting, gouging, cracked, broken and marred furniture by using

**LOUPILCO
FURNITURE
PADS**

Enables you to pack more tightly in the wagon. Gives positive protection against ropes. Made of strong, heavy drill in khaki color or green. Filled with new colored cotton carded into one uniform bat. Stitched in straight rows to hold the filling in shape. Will outlast carpets, quilts or bedding. Builds up your reputation for CAREFULNESS. Guaranteed to give entire satisfaction, or pads and covers may be returned at our expense.

Note these prices:

Loupilco Furniture Pads, size 60 x 80, \$22.00 per dozen
" " " " 52 x 68, 17.00 "
" " " " 36 x 68, 12.50 "

Loupilco padded covers for beds, one size to fit standard 4 ft. 6 in. bed :

For Headboards, \$3.25. For Footboards, \$2.00. Per set, \$5.25

Loupilco padded covers for talking machines. Made to fit largest size machine:

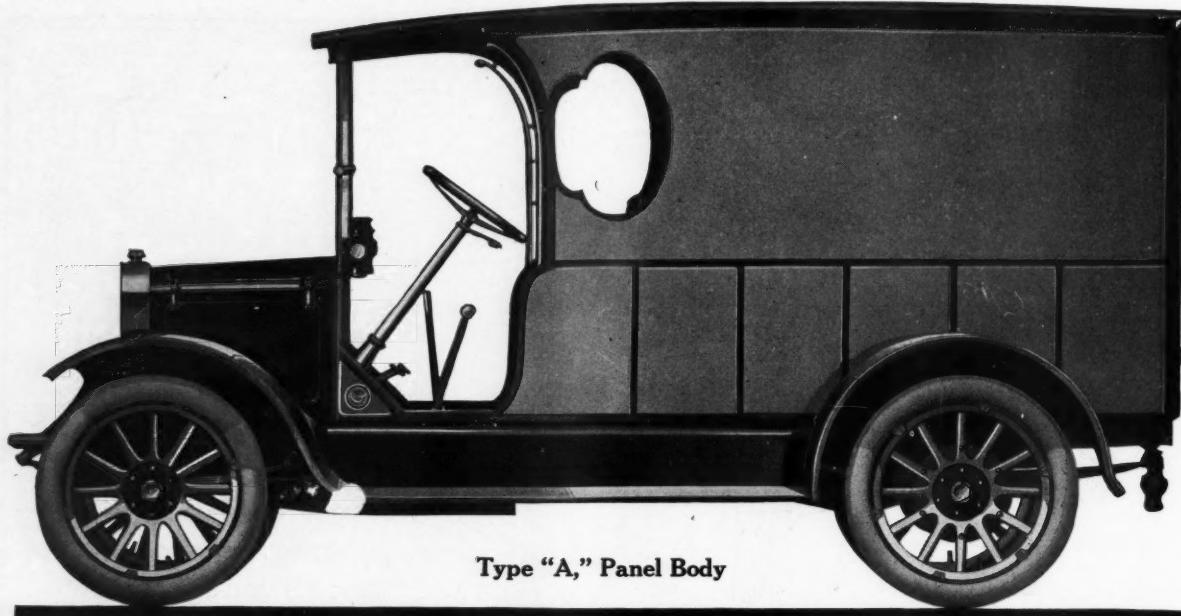
\$4.00 each

Terms 2% ten days, net 30 days, f. o. b. Louisville.
Name printed free on lots of 12 or more if requested.

LOUISVILLE PILLOW COMPANY
(INCORPORATED)

360 East Market Street

LOUISVILLE, KENTUCKY



Type "A," Panel Body

The Real Little Brother of the \$5000 Truck

**Compare these features
with ordinary light
delivery cars:**

Timken-David Brown worm-driven rear axle.
Timken front axle, 2½-in. section.
4½-in. pressed-steel frame.
115 in. wheel-base.
Hotchkiss drive.
33-in. x 4-in. tires, demountable rims.
Left-hand drive with center control.
Straight line drive, motor to rear axle.
New double-safety spring-shackle.
10-in. dry disc clutch.
3 speeds, selective transmission.
Heavy truck steering-gear with 18-in. wheel.
Special Rainier Truck Motor, 3¾ in. x 4½ in., with magneto ignition.
Highest efficiency and economy; 18 to 20 miles per gallon of gasoline.

The Rainier Half-Ton Worm-Drive Truck is actually a little brother of the big, successful, heavy truck. It has all the family characteristics and build, differing only in size. In its make-up will be found the same Timken Worm-Drive, Timken front axle, deep frame, long wheel-base, Hotchkiss drive and other features that have made American heavy trucks the standard of the world.

The average delivery car is built *upwards* from a pleasure-car chassis. It usually is an out-and-out converted job, or one made of pleasure chassis parts, strengthened a bit here and there and sold under a truck name-plate.

The Rainier is built *downwards* from the best type of heavy truck—in design, construction and materials it is a small edition of the \$5000 worm-driven, heavy-duty trucks that stand at the head of their profession. The chassis, its parts and units, are made for truck purposes, not for pleasure purposes.

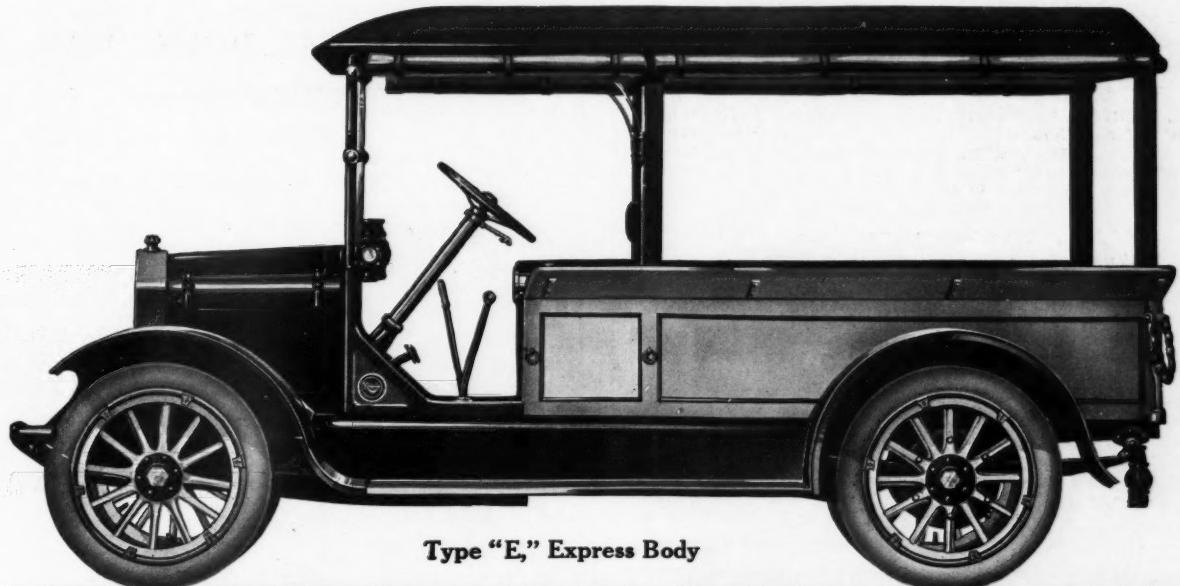
The Rainier is a truck from bumper to tail-lamp—built to carry *dead* weight, not *live* weight. Built to stand a 50% overload when the occasion arises.

And the price is \$875 for the chassis. Various standard body styles from \$100 to \$125. Starting and lighting, \$85 extra.

Rainier

WORM- DRIVE

Built by the Pioneers of



A Necessity to Every Transfer & Storage Business

The Transfer or Storage man who sends out a big truck to "pick-up" or deliver a piano or a few trunks wastes money faster than he makes it.

You get a dozen calls a day where you could use a truck like this little Rainier.

The Rainier half-ton truck carries from 1000 to 1500 pounds; costs less than \$1,000; operates economically (18 to 20 miles to the gallon of gas); and lasts indefinitely because it is a real small truck and not a makeshift.

We have dealers in all large cities. Call up the nearest one and look over the chassis. You undoubtedly have been running big motor-trucks; you know the advantage of worm-drive and you understand motor-truck construction. Only the man who does understand it really can appreciate the Rainier chassis. Catalogue on request.

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JOHN T. RAINIER, President

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General Sales Office—Broadway & 51st St., N.Y. City

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• HALF-TON TRUCK

America's Motor-Truck Industry

\$875

CHASSIS f.o.b. N.Y.

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,
Of TRANSFER and STORAGE, published Monthly at New York, N. Y., for April 1, 1917.

State of New York. { ss.
County of New York.

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared Andrew J. MacGregor, who, having been duly sworn according to law, deposes and says that he is the Treasurer of The Transfer and Storage Publishing Corporation, publishers of TRANSFER and STORAGE, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Name of—
Publisher Transfer and Storage Publishing Corp.,

Post office address—

Editor H. T. Lay,
Managing Editor H. T. Lay,
Business Managers—Willis D. Leet,
C. L. Penny

35-37 West 39th Street, New York
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2. That the owners are: (Give names and addresses of individual owners, or if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent. or more of the total amount of stock.)

Owner—Transfer and Storage Publishing Corp.,

Stockholder—Willis D. Leet, 35-37 West 39th Street, New York, N. Y.
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Stockholder—Louis W. McGraw, 461 Ft. Washington Ave., New York, N. Y.
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3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

ANDREW J. MAC GREGOR,
Treasurer.

Sworn to and subscribed before me this 23d day of March, 1917.

(Seal.)

PAUL J. CASEY,
Notary Public,
Bronx County No. 326.
Certificate filed in New York County.
My Commission expires March 30, 1918.)

THE CAPEWELL HORSE NAIL



not only drives easiest but *holds best and is safest*. This makes it a favorite with horse owners as well as shoers. Not the cheapest nail regardless of quality but the world's best at a fair price.

In most shops Capewell nails are used. Even where "cheap" nails are kept for some purposes The Capewell is used for the work of the best customers.

Ask for The Capewell—it pays.

The Capewell Horse Nail Co.
Hartford, Conn., U. S. A.

LARGEST MAKERS OF HORSE NAILS IN THE WORLD

**Two men delivered
17 pianos
in one day
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W. T. SLEIGHT MFG. CO.
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**LOADING
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PIANO TRUCKS



7 Styles End Trucks
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Piano Hoists
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Would you care for a circular?

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

A Transfer and Storage Rate Guide

Several years ago the American Warehousemen's Association published a book called "The Storage Rate Guide" which contained rates for household goods and merchandise storage. This book sold for \$1.00 per copy, and it was so popular that the edition was exhausted in a comparatively short time. Requests for copies of this book continued to pour in even after the edition was out of print and all advertising of the book had ceased.

This year a transfer and storage rate guide will be included in the 1917 edition of THE TRANSFER and STORAGE DIRECTORY. This rate guide section will go even further than the book gotten out by the American Association some years ago in that it will take up not only the rates for merchandise and household goods storage but the rates for the moving of household goods and the transfer or trucking of freight as well, and will discuss the bases of these various rates and the factors which determine them.

Every transfer and storage man will want a copy of this rate guide, and as he will want a copy of the 1917 edition of THE TRANSFER and STORAGE DIRECTORY, it is natural to believe that the 1917 edition of THE DIRECTORY will be exhausted at an early date, especially when it is remembered that the price of the old rate guide was \$1.00 whereas THE DIRECTORY and the rate guide together will cost only \$1.00 for those who are listed. Advertisers will, of course, get free copies. Every transfer and storage man should get his order for a copy of THE DIRECTORY in the mails today in order to be sure that he will not miss the combined DIRECTORY and storage rate guide.

TRANSFER and STORAGE

35 West 39th Street

New York, N. Y.



Mack TRUCKS

A FLEET of MACK heavy duty, long distance, express trucks drawn up in front of destination after making an overland trip from New York to Hartford.

MACK trucks give the man requiring transportation, the fullest measure of reliability, power and

uninterrupted service. MACK trucks are constructed to stand the severest tests of time and usage, and years of experience prove that they give the lowest cost per ton mile under the most severe conditions.

*Complete line—1, 1½, 2, 3½, 5, 5½, 6½, 7½ tons.
Tractor trailers 5 to 15 tons.*

INTERNATIONAL MOTOR COMPANY
NEW YORK



PIERCE Governors

Fast Driving

more than anything else is responsible for damaged trucks, delayed deliveries, and the high cost of truck maintenance. Driving a loaded truck at high speed develops strains and torques that loosen frame members and damage bearings; when the truck is empty, the excessive vibration caused by the heavy springs does just as much damage.

Protect Your Trucks

Pierce Governors make fast driving an impossibility, and prevent the troubles that put trucks in the repair shop. Can be set for any speed. Will pay for themselves in three months.

You'll find Pierce Governors on all the best trucks.

PIERCE GOVERNOR COMPANY

World's Largest Governor Builders.
ANDERSON, INDIANA . U.S.A.



Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell Naphthaline Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

The WHITE TAR COMPANY
CLIFF & JOHN STREETS, NEW YORK, N. Y.



Before You Buy a Motor Van Consider the *Fuel* Question

The war in Europe is consuming gasoline by the billions of gallons annually. When Uncle Sam begins running long motor transport trains and *another million* passenger cars start up this spring, the man with electric trucks will smile more than ever.

Seriously, it may soon be a case of back to steam, paraffin, distillate or electricity for *all* motor trucks.



(It is G. V. trucks like these which make the electric van fleets in New York so impressive)

So when you can buy a G. V. Electric immediately, and you *should* buy an Electric if it will give you adequate service, why not place a trial order? Mileage? Several of our vans have made round trips exceeding 60 miles. Price? We have *not* increased our prices, and furthermore, we will consider time payments.

Catalog 127 sent on request

GENERAL VEHICLE COMPANY, Inc.

General Office and Factory, Long Island City, New York



NEW YORK

CHICAGO

BOSTON

PHILADELPHIA

Six Models: 1000 to 10,000 Pounds Capacity

Dealers in Open Territory Are Invited to Correspond



What Would You Think of a Manufacturer—

who wrote to you with a stub pencil—"We are saving much money because we do not use typewriters and telephones"? You might well wonder whether his merchandise was as much out of date as his business methods.

You know that modern time and labor saving appliances are not added expenses, but that they have superseded slower and more costly processes.

The concern that uses your business paper to tell you its business story is simply making it easier for you to buy intelligently with the least waste of time on your part and theirs.

For the right kind of advertising shortens the distance between human minds just as certainly as the railroad has shortened the distance between places. It is still possible to walk from New York to Chicago, and it is still possible for a business to get along without advertising, BUT—

—don't forget that the seller who does not advertise, it not only paying for the results that such advertising would get him, but he is also *paying more than necessary*.

Progressive advertisers are progressive merchandisers and it pays to do business with them.

THE ASSOCIATED BUSINESS PAPERS, INC.

The International Association of Trade, Technical and Class Publications

ALL OF WHICH HAVE SUBSCRIBED TO THE "STANDARDS OF PRACTICE"

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Modern Hospital
Motor Age
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Transfer and Storage
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Build for Bigger Profits—As Our Clients Have Done

WE have built dozens of successful warehouses in the last few years. As a result of this experience we have developed a modern type of building which embodies the latest ideas in construction.

Why have our clients been so uniformly successful in warehouses of this kind?

It is because we have built into them our experience and the ideas of our clients and have developed this kind of planning to a high scientific plane.

You can make profits like theirs in a new warehouse designed by us to meet your needs. Let us explain to you our service, and our ideas; tell you exactly how and why we can design a building which will save you money and make you money.

Warehouse Architectural & Engineering Co.

C. H. MOORES, *Engineer* S. H. DUNFORD, *Architect*
72 WASHINGTON BLVD., DETROIT, MICHIGAN

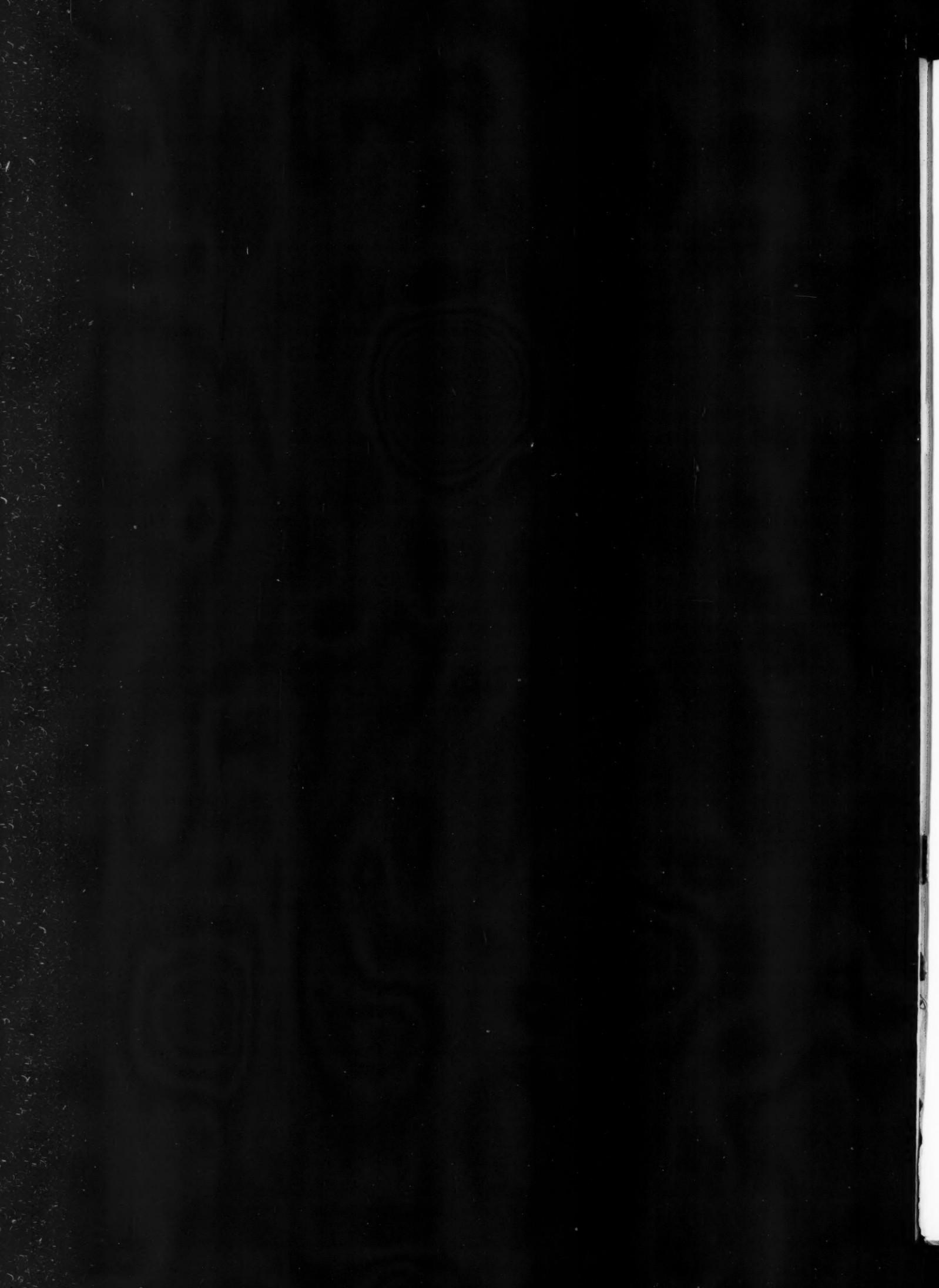


Earning power! The harder the day's work, the more illuminating is the proof of Packard capacity and economy. Covering 58,000 miles in less than two years, the three-ton Packard truck owned by the Haydon & Smith Transfer Co., of Seattle, demonstrated so convincingly its ability to handle maximum loads in all weathers, that H. & S. have bought two more like it. The *new series*, silent, chainless Packards with four-speed transmissions are now bettering the remarkable records of their older brothers. Built in seven *economical* sizes by the Packard Motor Car Company at Detroit. Dealers—and service stations—nearly everywhere

Prices at Detroit—1-ton \$2325, 1½-ton \$2650, 2-ton \$3000,
3-ton \$3600, 4-ton \$4025. 5-ton \$4550, 6-ton \$4800

{ *Packard*
TRUCKS }

27



Handle More Business with Less Labor

By Installing

Little Giant Motor Trucks



Little Giant Two-Ton Truck Owned by B. Schlosser, 609 Willow St., Chicago
(Ask Mr. Schlosser What He Thinks of the Little Giant)

Not only is it possible to move more goods with a smaller crew with Little Giant Motor Trucks but goods can be moved much cheaper than by using horses.

Little Giant Trucks also enable their owners to give Better Service to their customers and better service means Bigger Business.

The Little Giant's wonderful popularity among moving and storage firms is due to the splendid performance they have given their owners under the hard and strenuous demands of the hauling business.

Little Giant Motor Trucks may be depended upon to give a full measure of service regardless of long hours, stormy weather, or rough and hilly roads. Their construction is husky and rugged. They are equipped with a powerful engine which will give superabundant power for every unusual need.

Little Giant Motor Trucks are backed and guaranteed by a company with twenty-five years' experience in building machinery and a company that is able and anxious to fulfill every guarantee.

WRITE FOR CATALOGUE NO. 285

The Little Giant Line

Convert-a-Car—(Converts a Ford into a One-Ton Truck)

Model 15 One-Ton Worm Drive

Model 16 Two-Ton Worm Drive

Model H One-Ton Chain Drive

Model H 1½-Ton Chain Drive

Model 17 3½-Ton Worm Drive

Model 18 Five-Ton Worm or

Chain Drive

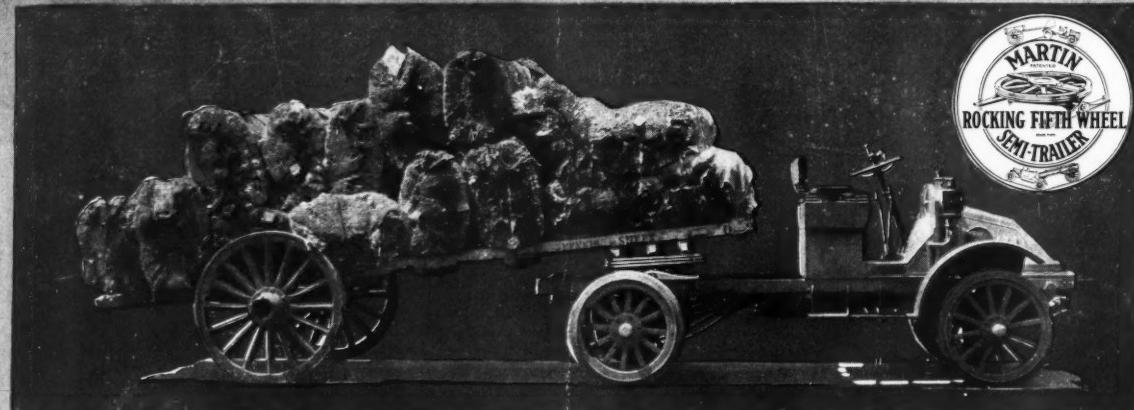
CHICAGO PNEUMATIC TOOL COMPANY

[Capital and Resources \$14,000,000]

614 Little Giant Bldg., Chicago

Agents wanted for
open territories

Branches and Service
Stations Everywhere



Makes A Little Truck Do A Big Truck's Work!

The Dennis Sheen Co., New Orleans, attached an old truck to a 1½-ton truck by means of a Martin Rocking Fifth Wheel. The photo above is the outfit—and shows the 1½-ton truck hauling 15 five-hundred-pound cotton bales (7500lbs). Proof that this device and the principle on which it was invented, triples the hauling capacity of any truck.

YOU can use your old platform-type wagon or horse-drawn truck as a semi-trailer to any one-ton motor truck, by the aid of a Martin Rocking Fifth Wheel. That will give you a hauling unit capable of carrying three times the load that the truck alone will transport. In other words, you triple the delivery capacity of the motor truck at an insignificant cost.

Read the facts at the left, referring to the illustration at the top. Furthermore, as the original wheels, springs, bearings, tires, etc., of your old wagon or horse-drawn truck wear out, the Martin Rear Construction may be substituted at small expense.



Attaches Your Old Transfer Wagon to Your Motor Truck and Triples the Truck's Hauling Capacity

Thousands of concerns have adopted this means of multiplying the delivery capacity of their trucks. Hundreds of transfer, moving and storage firms have found the Martin Rocking Fifth Wheel the answer to hauling problems. It enables them to make a 1-ton or 1½-ton truck do the work of three such trucks ordinarily. Write

for proof. Ask us for our new folder that tells all about the Martin Rocking Fifth Wheel and the Martin Rear Construction for semi-trailer wagons.

**Martin Rocking
Fifth Wheel Co.**
244 Main Street
Springfield Mass.



Note how the motor truck can be detached from the semi-trailer. In two minutes' time you can release the truck to permit it to hurry off after another loaded semi-trailer. Consider the economy of the time this effects!